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## U.S. Sales to Far East in 1961 Attain New High; Outlook Good for '62—Page 279

Bangkok Seaport hums with activity.

***Dollar Import Liberalization Slows***—Page 278

# Foreign Commerce Weekly

U.S. Department of Commerce

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# *Special Courses in Export-Import Trade Available to U.S. Businessmen*

**SMALL businessmen now have an opportunity to take special university courses in export trade.**

**The first course at Temple University in Philadelphia, met with encouraging response by the city's business community.**

**Jack N. Behrman, Assistant Secretary of Commerce for International Affairs, called Temple's experimental effort "a valuable contribution to the National Export Expansion Program."**

Evidence of the program's success is shown by the attendance of 74 persons. Acceptance of the program by many small business firms forced the planners to consider splitting the enrollment into two classes, but this idea was rejected due to the necessity of duplicating the lineup of instructors.

As pointed out by David Jamieson, executive secretary of the Philadelphia Regional Export Expansion Committee, the fact that fees for the course, in most instances, were paid by company checks seems to indicate that these firms are anxious to improve their ability to handle and promote export sales.

Mr. Jamieson also said, "The great majority of the firms represented have not been very active in oversea selling but from time to time have made shipments abroad."

The course was begun under the auspices of the distributive education program of the U.S. Department of Health, Education, and Welfare and with the cooperation of the U.S. Department of Commerce and the Philadelphia REEC.

### *More Courses Planned*

These organizations worked closely with the official educational agencies in Pennsylvania in arranging the course. REECs and Commerce Field Offices in Atlanta, Greensboro, and Houston are working with state distributive education agencies in Texas, Georgia, and North Carolina in hopes of setting up courses at the University of Houston, the University of Georgia, and a school in North Carolina yet to be selected.

Principal organizers of the Temple course were Philadelphia REEC chairman, William H. Lukens; vice-chairman, Thomas C. Ballagh; Dr. Roland L. Kramer, executive secretary of the Foreign Traders Association of Philadelphia and a professor of commerce and transportation at the University of Pennsylvania; Samuel W. Caplan from the Distributive Education Department, Temple University; and David Jamieson and Patrick McCabe, both of the U.S. Department of Commerce.

This group of qualified men arranged the curriculum based on the "Suggested Curriculum for Export Training Course" furnished by the National Export Expansion Committee in Washington. Most of these same men also served as instructors along with Martin L. Hoffman, manager of foreign freight forwarding, Charles, Kurz Co., Philadelphia; George W. Tomlinson, assistant vice-president, First Pennsylvania Co., Philadelphia; George L. Kappes, export manager, R. M. Hollingshead Corp., Camden, N.J.; Anthony M. Swartz, export sales manager, Keebler Biscuit Co., Philadelphia; and D. Britton Faunce, vice-president, John H. Faunce, Philadelphia, Inc., Philadelphia.

### *Certificates Awarded*

The 10-week course was held one night each week, from November 7, 1961, to January 23, 1962. At its conclusion, certificates were awarded to the students by Dr. Charles H. Boehm, Superintendent of Schools of Pennsylvania.

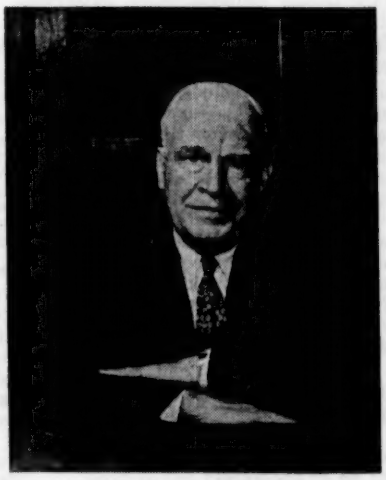
The $25 fee covered the cost of the two text books—Dr. Kramer's "International Marketing" and "Introduction to Doing an Import and Export Business" published by the U.S. Chamber of Commerce.

The program's suggested curriculum for export training course is as follows: First session, introduction; second session, organizing foreign trade; third session, export marketing methods; fourth session, foreign trade services available to the exporter; fifth session, financing exports; sixth session, foreign credits; seventh session, handling the transaction procedure, eighth session, making the shipment, procedure and documentation: ninth session, foreign trade and the law; and tenth session, review.

# The Vital Role of Advertising In Our Nation's Economy

by Luther H. Hodges
*Secretary of Commerce*

TOO many of our citizens, I'm afraid, don't have a broad understanding of how our free enterprise system works—how the various elements, including advertising, go together to give us the highest standard of living in the world.



Luther H. Hodges

The thoughtless criticism of advertising, for example, reflects a profound ignorance of advertising's indispensable role in our economy. Without the ability to stimulate a constantly expanding demand for goods and services, our gross national product would not have more than doubled in the past 20 years. We certainly couldn't expect our GNP this year to be about $50 billion more than last year.

This GNP we talk about has meaning for the man in the street, even though he may not realize it. Our Commerce Department economists estimate that each $10 billion addition to our gross national product (at a particular level of productivity) is the equivalent of about 1 million additional jobs.

An additional $10 billion in GNP, at the profit rates we had from 1947 through about 1955, also means an extra $1 billion in corporate profits before taxes.

We need greater public understanding of the relationships between gross national product, employment, profits, and especially business investment.

Most of the things we can do as a nation to increase our rate of economic growth depend upon larger capital investment—both private and public. These investments, in turn, depend directly or indirectly through taxes upon adequate business profits.

Profits make possible the investments that create jobs and expand our production of goods and services. But to keep this cycle moving and spiraling upward, the things we produce have to be sold—potential demand has to be transformed into actual sales—so the anticipated profits can be realized, new business investments can be made, new jobs created, and productive capacity further expanded.

In this context, advertising is not simply a competitive device. It is an indispensable instrument of our economic forward movement.

To step up our rate of growth, we have to expand our markets at home and abroad. We particularly need to expand our oversea sales to eliminate the continuing deficit in our international balance of payments.

Last year our exports of commercial merchandise exceeded our imports by about $5 billion. But this trade surplus was more than offset by our military expenditures abroad, by the part of our foreign aid not spent in the United States, by American capital investment in other countries, and by American travel expenditures abroad.

We ended the year with a deficit of about $2.5 billion in our international accounts. This was less than the $3.9 billion deficit in 1960, but it was still a substantial deficit.

We could virtually eliminate our payments deficit with a 10-percent increase in our exports. And we should be able to chalk up a 10-percent gain by the end of this year if advertising in its many forms helps us to become really export minded.

# Foreign Government Import Control Actions Slacken in 4th Quarter

RELAXATION and elimination of foreign quantitative restrictions against dollar imports continued in the final 3 months of 1961, but at a slower pace than for the preceding quarters of the year.

Japan made considerable progress, while several other countries liberalized import of a small number of commodities. A few countries, notably Ghana and Mexico, increased restrictions, largely for balance-of-payments and protectionist reasons.

Actions reported include several at the close of the third quarter which were not available for inclusion in the preceding summary (FCW, Oct. 30, 1961, p. 7).

### *Japan Relaxes Controls Twice*

**Japan** proceeded with the considerable progress made earlier in the year to relax controls, despite deterioration in its balance of payments, which was cushioned to some extent by tariff and deposit rate increases.

Two actions resulted from an announced 4-step plan to achieve 90% liberalization of total imports (based on 1959 trade) by October 1962. Major items liberalized October 1, raising the percentage from 65 to 68, were:

Pocket watches, wristwatches; certain machinery for paper pulp, textile, and woodworking industries; certain agricultural, mining, and civil engineering machinery; carbolic acid, phenol resin, Tripoli sodium phosphate, folic acid, sulfamin drugs, aminopyrine; most silk and rayon staple fiber products; certain printing paper, whale oil, certain vegetable and animal oils and fats; ruled paper; nickel; mandarins and certain other fruits, peanut butter, salmon, trout, tuna, and bonito.

The Government liberalized an additional 2% of trade effective December 21. Principal items among the 42 transferred to the Automatic Approval (AA) list, for which licenses are given automatically at a foreign exchange bank, were:

Oatmeal; ordinary plate glass; printing ink; nickel products; duplicating machines; printing paper; woolen yarn, excluding that for retail sale; neckties; stainless steel, high carbon steel, high carbon steel for springs; and marble.

Added to the Automatic Fund Allocation (AFA) list, for which application must be made to the Ministry of Trade and Industry for automatic issuance, were the following major items:

Wax; leather gloves; road rollers and road construction machinery; air and gas compressors; large-size refrigerators; mining machinery; lawn mowers; machine tools (ordinary lathes, knee type milling machines, vertical and multi-spindle drilling machines, gear shapers); household electric appliances (disposers, dish washers, vacuum cleaners); electric phonographs; and movie cameras.

The largest foreign exchange budget yet set by Japan, for second-half fiscal 1961 (ending March 31, 1962), allowed for the following import volumes for major commodities (first-half figures in parentheses):

Wheat, 927,000 tons (1,027,000); sugar, 550,000 tons (650,000); salt, 1,205,000 tons (1,095,000); coking coal, 6,155,000 tons (5,387,000); crude oil, 21,938,000 kiloliters (19,968,000); and heavy oil, 3,622,000 kiloliters (2,531,000).

### *Burma Admits Chemicals*

Under **Burma's** licensing policy of maximizing import of industrial development goods within the country's foreign exchange availability, controls were relaxed November 23 on 26 raw materials, mainly industrial chemicals. Placed on the open general license list, which covers only 5 to 10% of total import trade and the most essential goods, were:

Tire cords, tanning extracts except gambier, amorphous phosphorus, potassium bichromate, monoammonium phosphate, soapstone powder, manganese dioxide, zinc chloride, mercuric chloride, acetylene soots, carbon black, graphite powder, butacon, high styrene resin, lithopone, aluminum and calcium silicate, activated earth, zinc dust, phosphoric and formic acid, ammonia and refrigerant gas, calcium carbide, synthetic resin compound in primary form, frit, and plasticizer and stabilizer.

**Colombia** on September 9 transferred from the prohibited list to license-free list sewing machines with frame, table, or specially designed furniture.

**Ecuador** at the end of the third quarter placed on Import List II, subject to a prior deposit of 100% c.i.f. value, high-quality steel-wire mesh of ¼-inch openings and 0.092 wire for use in filters in pressure tanks and water purification systems. The item previously was prohibited import.

**Finland** at the start of the fourth quarter transferred imports of 100-percent synthetic fabrics from a global quota, under which licenses were granted automatically until the quota was filled, to the prior import license list, with no restriction on the amount of licenses to be granted.

**Italy** on October 30 placed butter under specific import licensing from all sources, with quotas to be allocated effective January 1, 1962. The United States will benefit from abolition of the previous minimum price system which resulted in large quantities of butter from certain European countries flooding the market on the first day imports were permitted.

**Libya** in December lifted the import ban on heavy-duty trucks imposed in March 1961.

The **Trinidad and Tobago** Government placed under open general license, at the end of the third quarter, certain firearms and toy firearms.

### *Ghana, Mexico Lead Countertrend*

**Ghana** instituted sweeping new trade controls on December 1, under which imports of almost all goods require a specific license. On the grounds of balance-of-payments and foreign exchange difficulties, the Government revoked existing open general licenses. As of year-end, only 4 new open general licenses had been issued, covering:

Single copies of books and periodicals addressed to individuals; nonmerchandise articles such as trade samples, personal and household effects, gifts; certain live animals and agricultural produce from West African territories only; and cocoa beverage, cocoa malted food drink, chocolate and chocolate confectionery, day-old chicks, animal feeds, seeds, school text books, reference books and stationery for educational purposes only, and religious books.

**Mexico** continued to widen its prior import list throughout the quarter because of an imbalance in international payments and a policy of protecting domestic industries. The variety of products added to the list of items requiring an import license included:

Ventilators and fans; electric stators weighing over 1,500 kilograms; certain cotton ribbons; phonograph needles; castors; some wheels and fittings for non-self-propelled carts and carriages; plastic helmets; facial tissues and cut toilet paper; clothes washers weighing over 100 kilograms, wringers, pressure filters used in commercial laundries and drycleaning establishments; trisodium phosphate, acetic acid; pedal- or lever-operated machines for weaving articles of knit fabric; hollow steel for drills and bits therefor; automobile horns; plastic-covered gloves; rice;

*(See Control, page 323)*

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# U.S. Sales to Far East in 1961 Attain New High; Outlook Good for '62

By Saul Baran

*Director, Far Eastern Division, Office of Regional Economics, Bureau of International Programs*

THE Far Eastern area has emerged as a rapidly expanding and promising market for the sale of a wide variety of American agricultural products, raw materials, semimanufactures and manufactured goods.

The economic indicators tell a graphic story:

U.S. exports to the 12 countries included in the area for the purpose of this article—Cambodia, Hong Kong, Indonesia, Japan, Korea, Laos, Federation of Malaya, the Philippines, Singapore, Taiwan, Thailand, and Viet-Nam—were more than $2.8 billion in 1961, excluding special category, according to estimates of annual totals based on statistics for January-November, 1960.

These 12 countries accounted for more than 15% of all U.S. sales abroad last year—only about four percentage points less than the estimated share of American sales abroad accounted for by the six countries in the Common Market (France, West Germany, Italy, Belgium, Luxembourg, and the Netherlands).

U.S. sales to the area in 1961 probably were up by over $0.5 billion over 1960. Prospects for further gains this year are good.

Preliminary statistics also suggest that U.S. purchases from the Far Eastern countries may have declined by less than 10% in 1961. During the first 11 months, U.S. purchases from the entire area amounted to $1,735 million—imports from Japan alone were $961 million. It is likely that the official statistics for the full year will show a down-turn in purchases from Japan in the order of 7 or 8%, despite preliminary evidence to the effect that Japanese sales in December showed a more than seasonal rise. Imports from the other countries for January-November aggregated $774 million. The total for the full year 1960 stood at $929 million.

A NUMBER of important factors contributed to the improvement of U.S. sales to the Far East. Foremost was the continued rapid economic expansion in Japan and steady, but somewhat uneven, rates of economic growth in the less developed countries in the region. The rate of increase in U.S. sales to Japan may decline in 1962, resulting from the Japanese Government's action to dampen somewhat the investment and consumption boom in order to bring about a reduction of the balance-of-payments deficit experienced in 1961.

The change in U.S. procurement policy on AID-financed goods made early in 1961 had an important impact on the increase in sales to several of the countries which are large recipients of U.S. aid—Cambodia, Laos, Korea, Taiwan, and Viet-Nam.

Improvement in financial stability in some countries, accompanied by an easing of import controls, provided a more favorable environment for the sale of American products. This was especially evident in the Federation of Malaya, Singapore, and Thailand. Also, despite the downturn in Japan's balance-of-payments and reserve position, the Japanese Government took several cautious steps toward the reduction of restrictions.

***Hong Kong, with its position as a free port and almost no trade restrictions, continued as a most attractive market for U.S. goods. But with the expansion in demand for capital equipment, consumer goods, industrial raw materials, and fuels by the Far Eastern countries there was also intensified competition with Japanese and Western European suppliers. Supported by improved and expanded U.S. Government, especially Department of Commerce trade promotion assistance to American firms, more U.S. businessmen stepped up their sales efforts in the area. There is no doubt that these activities contributed considerably to the success in raising American exports to the area to a record level.***

Sales to the Far Eastern countries included a broad range of commodities. Exports of unmanufactured cotton, wheat, and iron and steel scrap were high in 1961; but industrial machinery, electrical and non-electrical equipment and chemicals also found a larger market

**U.S. Department of Commerce officials hold press conference at the American Embassy commercial library and reading room, Kuala Lumpur.**

than in the previous year. Preferences for American products in several countries, such as Hong Kong, the Philippines, Taiwan, and Japan, made selling easier than in others where American products are not as well established.

The decline in the value of U.S. purchases from the Far East in 1961 was affected by lower levels of business activity in the United States during the first half of 1961, and by lower raw materials prices, such as the price of rubber. There is strong evidence that the recovery in American business activity in the latter part of 1961 raised U.S. imports from the Far East, notably from Japan.

Imports from the raw material-producing countries, such as the Federation of Malaya, Singapore, Thailand, Indonesia, and Cambodia suffered from the declining demand and the lower price for rubber—their principal raw material export. On the other hand, the progress of economic development and industrial efficiency in Taiwan was reflected in a substantial increase in sales to the United States.

U.S. imports from the Far East were spread over a long list of commodities. Manufactured textiles held first place although the value of textile imports from the Far East declined compared with the preceding year. U.S. imports of sugar and various types of electrical equipment and apparatus increased. The value of imports of raw rubber, oil seeds and vegetable oils, wood and wood manufactures, and metals and metal manufactures declined during the year.

### *JAPAN a Principal U.S. Trade Partner*

THE principal share of U.S. trade with the Far East in 1961, as in previous years, was with Japan. U.S. sales to Japan in 1961 estimated at $1.7 billion were more than 30% higher than in 1960. As a matter of fact, Japan accounted for slightly better than three-fifths of U.S. exports to the far Eastern area, up significantly from the 1959 proportions of 48% and somewhat higher than the almost 59% of 1960 (Table 1). Japan supplied more than half of all U.S. imports (55%) from Far Eastern countries in 1961, about the same as in 1960 but somewhat above the 1959 level of about 52% (Table 2).

This alltime record of exports to Japan resulted from the continuation of buoyant and prosperous economic conditions which have characterized Japan's economy for some time. National income was estimated to have increased by over 10% in 1961, accompanied by a further significant expansion in consumer expenditures and a step-up in the rate of industrial investment and output. The Government took several steps to curtail the boom so as to reduce the balance-of-payments deficit which, during 1961, amounted to about $300 million. The loss in foreign exchange reserves was estimated at about $550 million.

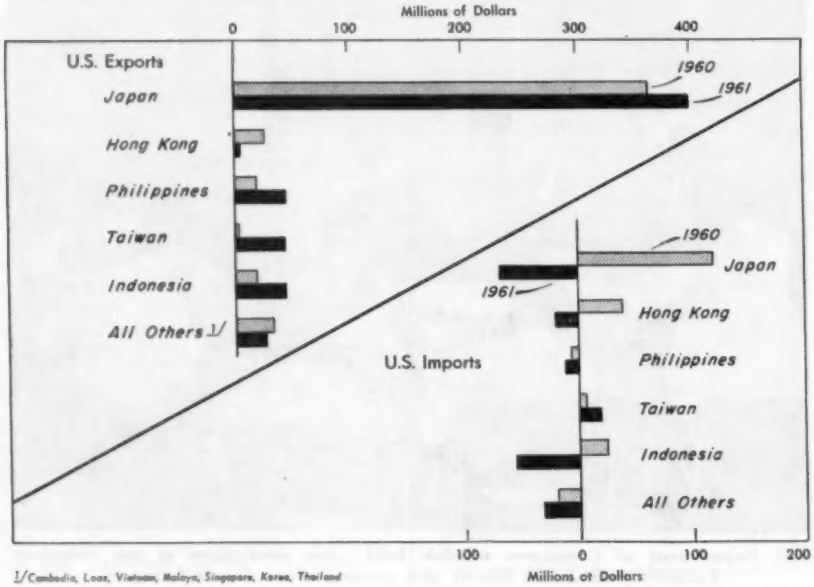
Among the measures instituted were a tight-money policy and an increase in tariffs. Increases in the Bank of Japan's discount rate to 7.3%, an increase in required deposits for imports, and the use of moral suasion to induce industries to cut back on the rate of new investment and expansion by 10% have so far been applied by the monetary authorities. Increased import duties were imposed on certain commodities to provide a cushion against liberalization.

Many authorities anticipate that mid-1962 should see a reversal of the unfavorable trend in Japan's international accounts. The Government and business community are still bullish and projects and programs on the drawing boards call for further economic expansion. There has been no modification in the Government's overall objective to achieve a doubling of national income by 1970.

Thus, the expectation is for a further expansion of the Japanese market. The U.S. should be able to share in the market for imported goods which likely will be enhanced as the Japanese Government takes further steps to remove import restrictions and as the Japanese levels of income rise and provide a greater proportion for discretionary spending, and as various industries develop increased demands for the latest in machinery and equipment for modernization and expansion. By the end of 1961, Japan had removed import restrictions on about 70% of imports (based on 1959 value). The current program calls for liberalization on 90% of imports by October 1962, but there could be some slowdown in the rate of liberalization.

The importance of U.S.-Japanese economic and commercial relations was given renewed emphasis at the first conference of the Cabinet-level Joint U.S.-Japan Committee on Economics and Trade held in Japan early in November 1961. Discussions ranged over a wide variety of subjects of importance to both Japan and the United States in the field of trade and economic affairs. It was the consensus that the frank exchange of views at this first conference contributed to a fuller appreciation and understanding of mutual commercial and economic policies and programs.

Changes in U.S. Trade With Far East Countries, 1960, 1961




1/Cambodia, Laos, Vietnam, Malaya, Singapore, Korea, Thailand

### *Exports Rise but U.S. Share In PHILIPPINE Market Declines*

FROM a postwar high of from 75 to 80% of the Philippine market in 1949-1953, the U.S. share declined to slightly under 50% in 1961. The absolute value of U.S. sales to the Philippines, however, has been increasing although duty rates on U.S. products have been raised. U.S. sales in the first 11 months of 1961 amounted to $309.2 million, compared with $295 million for the entire year 1960.

The Philippines continued to rank second only to Japan as a leading trade partner of the United States in the Far East. The United States was the major supplier to the Philippines of foodstuffs —largely wheat, flour, and dairy products—textiles, metal products and machinery, vehicles, and chemicals. The Philippines, in turn, supplied the United

States in 1961 with large portions of our total imports of sugar, copra, abaca, and coconuts and their products. The Philippines also sold the United States substantial quantities of cotton manufactures, plywood and veneers, copper, and chrome ore. U.S. imports from the Philippines held up well in 1961, amounting to $290.5 million for the period January-November 1961 compared to a level of $306.4 million for the entire year 1960 (see Table 2).

The U.S. share of the Philippine market could show a further decline in 1962 since the U.S.-Philippine Trade Agreement provides for another increase in duty rates on U.S. products—from 50 to 75% of regular rates. Moreover, the Philippine Government is deliberately pursuing a policy of broadening its trading partnerships; Japanese and European competition is heavy and increasing; and the tariff preference on U.S. goods provided by the U.S.-Philippine Trade Agreement is narrowing and will become insignificant at the end of 1964.

On January 21, 1962, the Philippine Central Bank, under directives from President Macapagal, implemented the fourth stage of the decontrol program by essentially freeing foreign exchange transactions. This amounted to the *de facto* devaluation of the Philippine peso. As a result of this devaluation imports may stabilize or decrease over the short run while exports should increase. A generally upward tariff revision is likely to offset, in part, the advantages of the elimination of restrictive import licensing. Intensification of sales efforts by American companies could partially offset these adverse factors, especially since American goods are well established and often preferred in the Philippines.

In the long run, it is felt that these decontrol measures will make the business climate in the Philippines more favorable for local and foreign business. The U.S. Government has recently granted a sizable multi-agency stibilization loan to the Philippines. There may be further U.S. loan assistance to the Philippines in 1962.

### *Favorable Trade Balance Achieved with HONG KONG*

UNITED STATES trade with Hong Kong in 1961 recorded a 4% increase in exports to, and a 14% decrease in imports from, the Colony which permitted the United States to realize a small favorable balance for the first time in several years.

Among the countries in the Far East not receiving U.S.-financial aid, Hong Kong ranks second only to Japan as a purchaser of American products. This remarkable performance by the smallest country in the Far East must be attributed to the fact that Hong Kong combines the unique virtues of a free port, with minimal duties and trade and exchange controls, and a dynamic industrial and construction expansion. Moreover, Hong Kong has demonstrated a particular perference for certain American goods, as shown by the fact that the U.S. is the Colony's largest supplier after mainland China and Japan. The high level of economic activity expected to prevail in 1962 should provide further opportunities for expansion of U.S. sales.

As an exporter to the United States, Hong Kong ranked fourth among Far Eastern countries, surpassed only by Japan, the Philippines, and Indonesia. The most striking feature of Hong Kong's exports to the United States in 1961 was the substantial decline in the value of textiles.

**U.S. Trade Mission members visit a fish-canning plant in Malaya.**

### *Promising Outlook in TAIWAN, THAILAND, MALAYA, SINGAPORE*

TAIWAN is rapidly developing as a highly promising market for U.S. goods in the Far East. For the first 11 months of 1961, exports already showed a 23% rise over the same period in 1960. This striking increase was due in large measure to Taiwan's heightened needs for capital equipment and raw materials in support of the island's dynamic upsurge in industrial development. Since industrialization is the central feature of Taiwan's 4-year plan, American products can expect to find a steadily expanding outlet in the country.

A second factor contributing to a bright outlook for U.S. exports to Taiwan is the new limited world-wide procurement policy of AID, which reduces the importance of third countries as suppliers of Taiwan imports financed by U.S. assistance. A final factor which permitted expansion of U.S. exports to Taiwan was the series of efforts by the Chinese Government to liberalize import restrictions.

Taiwan's trade expansion was not all one-sided, however, as the island almost doubled its own exports to the United States in 1961. This increase is a reflection of accelerated industrialization, which has generated greater quantities and varieties of manufactured products available for export. In an effort to intensify its export promotion in the United States, Taiwan will shortly open its first Investment and Trade Office in New York.

THAILAND'S exports and imports in 1961 were well above the levels for the comparable period in 1960, but left the country with a negative balance of about $22 million for the year. Japan continued to be the chief supplier and customer of Thailand, with the United States holding second place in both categories. Japan now provides Thailand with over one-quarter of her total imports, largely because of lower prices, a greater number of outlets, and generally aggressive salesmanship.

Thai exports to the United States in 1961 were down sharply from 1960, mainly due to the faltering price of crude rubber. Although the volume of Thai rubber sales increased by some 9% during the first three quarters of 1961, the income derived from such sales decreased by nearly 30%.

"Satisfactory" still remains the term most widely used in describing the Thai economy. Overall, the agricultural sector has shown gains with increased income from rice, corn, tapioca, and kenaf sales more than offsetting the depressed rubber picture. Earnings from mining and minerals have improved, while industry has continued its relatively slow development. Foreign investors are participating in the country's economic growth. U.S. investors have shown particular interest in the production of tires, fertilizer, and tin and aluminum products.

Investment in new and diversified activities augur well for an increase in trade between Thailand and the United States. Establishment of the U.S. Regional Trade Center in Bangkok scheduled to open in April this year will further contribute to an expansion of our already important commercial relations.

U.S. exports to the **Federation of Malaya** increased from $18 million in 1960 to over $20 million in the first 11 months of 1961; exports to **Singapore** rose from $41.3 million in 1960 to $42.6 million in the period from January to November 1961. The value of U.S. imports, chiefly rubber, declined substantially in 1961 from these countries.

**Table 1.—U.S. Exports to Selected Far Eastern Countries, 1959-61**

[In millions of U.S. dollars]

| | *1959* | *1960* | *1961 (Jan.-Nov.)* |
|---|---|---|---|
| Cambodia | 5.6 | 7.1 | 10.3 |
| Hong Kong | 96.2 | 122.6 | 116.0 |
| Indonesia | 67.1 | 85.8 | 122.9 |
| Japan | 966.3 | 1,330.4 | 1,585.4 |
| Korea | 135.8 | 153.5 | 142.4 |
| Laos | 2.7 | 1.6 | 2.3 |
| Malaya | 8.7 | 18.0 | 20.1 |
| Philippines | 276.2 | 295.1 | 309.2 |
| Singapore | 31.9 | 41.3 | 42.6 |
| Taiwan | 107.3 | 110.2 | 122.9 |
| Thailand | 62.8 | 61.7 | 57.0 |
| Viet-Nam | 56.4 | 53.1 | 59.4 |
| Total, excluding Japan | 850.7 | 950.0 | 1,005.1 |
| Grand Total | 1,817.0 | 2,280.4 | 2,590.5 |

Source: Bureau of the Census, U.S. Department of Commerce.

**Table 2.—U.S. Imports From Selected Far Eastern Countries, 1959-61**

[In millions of U.S. dollars]

| | *1959* | *1960* | *1961 (Jan.-Nov.)* |
|---|---|---|---|
| Cambodia | 12.8 | 6.6 | 2.0 |
| Hong Kong | 99.8 | 138.9 | 109.1 |
| Indonesia | 190.4 | 216.1 | 145.9 |
| Japan | 1,028.7 | 1,148.6 | 960.6 |
| Korea | 4.0 | 5.2 | 6.3 |
| Laos | (*) | (*) | (*) |
| Malaya | 159.4 | 156.3 | 132.2 |
| Philippines | 312.2 | 306.4 | 290.5 |
| Singapore | 29.2 | 19.0 | 13.1 |
| Taiwan | 14.1 | 20.5 | 36.5 |
| Thailand | 90.6 | 55.5 | 34.2 |
| Viet-Nam | 10.7 | 4.4 | 4.1 |
| Total, excluding Japan | 923.1 | 928.8 | 77.93 |
| Grand Total | 1,951.8 | 2,077.5 | 1,734.5 |

(*) Less than $1 million.

Source: Bureau of the Census, U.S. Department of Commerce.

Most American goods enter the Malayan market under a system of minimal import controls. There is no difficulty in obtaining foreign exchange. The tariff structure of the Federation of Malaya, designed primarily to produce revenue and to protect domestic industries, is quite low. Many items, including the most important import from the United States —machinery—enter duty free. Other important U.S. export items are tobacco (manufactured and unmanufactured), insecticides, detergents, and lubricating oils. **Singapore** is a free port with practically no restrictions on imports. The city's market for U.S. goods is growing.

***Plans to merge Malaya with the three British Borneo territories of North Borneo, Sarawak, and Brunei into the political and economic union of Malaysia will further increase an already attractive and lucrative market for U.S. products.***

### *Performance and Expectations Mixed In Other Far Eastern Countries*

THE United States is one of **Indonesia's** principal trading partners. It is the largest single supplier of Indonesia's imports and in recent years has been a major source of motor vehicles, rice, wheat flour, iron and steel manufactures, electrical machinery and equipment, tobacco, chemicals, and textile products.

The United States is an important outlet for Indonesian exports, principally for rubber and crude petroleum but also for tin, tea, nutmeg, pepper, hard fibers, coffee, palmoil and kapok. Indonesia's trade balance with the United States is regularly favorable. The sharp rise in U.S. exports to Indonesia in 1961, from $85.8 million in 1960 to $122.9 million in the period January-November 1961, reflected the effect of the temporary easing of import restrictions.

While the Government took steps in June and November to reduce imports in order to check the deterioration of its balance-of-payments position, these measures were not immediately effective. By the end of 1961, official foreign exchange reserves were virtually exhausted. There is reason to expect that the official statistics, when available, will show an overall trade deficit for the first time in 9 years.

Indonesia expects to reduce its imports in 1962 to below the 1961 level. To some degree, U.S. exports to Indonesia in 1962 will probably reflect this curtailment. The United States faces increasing competition in the Indonesian market from Japan, the United Kingdom, West Germany, and the Soviet bloc.

In 1961 there was a 53% increase in U.S. exports to **Cambodia.** This was due mainly to new U.S. AID-procurement policy, in effect since January 1961, and the relaxation of restrictions against dollar purchases since March 1961. Cambodian exports to the United States dropped by more than 50% in 1961, due to a sharp reduction in U.S. purchases of rubber during a period of declining rubber prices. Rubber accounts for 99% of Cambodian exports to the United States. With a continuation of economic and political stability, U.S. exports should continue to show improvement in 1962.

Trade suffered a setback in **Korea** in 1961. The military *coup* in May and the uncertainties which accompanied the change in Government, together with the adoption of an economic austerity program, were important factors.

The record would have shown an even greater downturn if it had not been offset by the new procurement policy for U.S.-aid goods. These imports are essentially food, raw materials, and machinery. The Government's austerity program limits Korean foreign exchange-financed imports to essentials. A law in effect prohibiting the sale of many items considered luxuries has further depressed the market for imported goods in Korea.

U.S.-**Viet-Nam** trade is based largely on U.S.-financed aid. In recent years, the United States was Viet-Nam's principal supplier and provided close to 25% of its imports annually. The new AID-procurement policy has already raised the U.S. share further. One the basis of licensing data, the U.S. share of Viet-Nam's imports increased to 45% of total imports by the end of the third quarter of 1961.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*Sold by U. S. Department of Commerce Field Offices, and by the Superintendent of Documents, U. S. Government Printing Office, Washington 25, D. C.*

**$1**

*A Weekly Roundup of Timely News Items Received From More Than 280 Foreign Service Posts*

# BRIEFS ON WORLD COMMERCE

- ARGENTINA.—An additional surcharge of 100% has been placed on imports of non-essential items such as food specialties, beverages, cigars, furs, and shoes.

  Government established 40% import surcharge on machinery not manufactured locally, effective Jan. 26, 1962. Such imports previously were admitted surcharge exempt.

  Argentina's trade deficit, in first 9 months 1961, was $287.5 million, compared with $24.5-million deficit for like period 1960.

- BELGIUM.—Steel production in 1961 totaled 6,897,000 tons, just under 1960's 7,081,000 tons. Lost production attributed to January 1961 strike and weaker steel market.

  Coal output down to 21.5 million tons for 1961. Pithead stocks dropped 33.4% to 4.4 million tons, indicating continued success of rationalization program for mines.

  ECSC High Authority agreed in principle to 125-million Belgian franc loan (1 Belgian franc=US$0.02) to new aluminum fabrication plant, Aleurope, to be installed at Ghlin-Badour in the depressed Borinage. Firm created jointly by Reynolds International, Societe Generale, and its subsidiary, Traction et Electricite.

  Total 1961 exports reached 195.3 billion francs, 6.5 billion above 1960. January strike losses probably prevented exceeding 200 billion mark.

  Textile Laminating Co. established at Ninove by American interests to operate in textile and plastics fields.

  Metasco Inc., New York, established purchasing branch office in Brussels. Branch functions include importation, exportation, transportation of wide range of merchandise, and possible purchase of plants.

  Mogul Bower Bearings, S.A., Swiss subsidiary of Mogul Bearings Corp., Detroit, has started proceedings toward opening of branch office in Antwerp.

  Levi Strauss & Co., San Francisco, manufacturers of the original blue jeans known as Levis, formally opened distribution center in Antwerp. Operation, the first immediate result of October 1961 visit of Antwerp delegation to U.S. to promote investment, will serve as distributing point to Strauss' representatives in Europe. No production is planned.

- BRAZIL.—An Executive Group for the Development of Exports has been established to coordinate measures for stimulating exports and simplifying export formalities.

- BRITISH HONDURAS.—Three firms recently granted development incentive status, permitting duty-free importation on needed materials: Belize Block & Cement Co., Ltd., to manufacture cement, concrete, precast beams, culverts, precast sills, steps, scales, concrete window sills, door lintels and tiles; William A. Arnold, will manufacture aluminum awning windows, plate glass doors, and tubular metal furniture; and Bellevue Hotel, Ltd., to expand facilities at Southern Foreshore, City of Belize.

- CEYLON.—Newly released figures show that Ceylon's foreign exchange reserves

declined for 7th successive month to a record low of about $100 million in November 1961, equal to about 3 months' imports. Payments for invisible and capital accounts and other outflows have offset favorable trade balance of about $5 million for first 11 months of 1961.

Ceylon considering establishment of state corporation to handle all aspects of fishing industry, including undertaking of deep sea and trawler fishing.

The Czechoslovak Trade Corp. announced it has placed order for 1,450 tons of coconut oil from Ceylon for first quarter 1962.

Ocean freight rates on cargoes consigned from Hong Kong to Colombo increased 10% effective Jan. 1, 1962. U.K. and Continent Conference Lines also indicated imposition of possible surcharge if conditions in port of Colombo do not improve.

- CHILE.—An Italian firm, Carlo Erba, S.p.A., Milan, received Government authorization to establish plant in Santiago to produce pharmaceuticals, including antibiotics, vitamins, and hormones.

- DENMARK.—Industrial investment increase estimated at 15% during 1961, according to Federation of Danish Industries. A 38% increase was recorded in 1960.

- FINLAND.—Government announced establishment of interdepartmental board to coordinate export promotion and also plans to appoint a commercial secretary to Los Angeles.

- FRANCE.—Black & Decker Mfg. Co., Towson, Md., recently acquired control of Societe de Constructions Mecaniques du Dauphine (Socomeda), to be renamed Black & Decker (France), and will produce portable electric tools.

  The Foxboro Co., Foxboro, Mass., has established a subsidiary in Paris, Foxboro France S.A., to produce automatic control instruments used in paper, chemical, food, metallurgical, textile, and petroleum industries.

  New air freight terminal began operation at Orly (Paris airport), designed for rapid handling of all types of cargo.

- GERMANY, FEDERAL REPUBLIC OF.—A New York firm, Merrill Lynch, Pierce, Fenner & Smith International, S.A., has opened first Berlin office of an American stockbroker. Firm hopes to broaden interest for American shares and also to interest Americans in German securities, particularly "Berlin shares."

  Federal Ministry of Transport (FMT) approved reduction of rail rates for heating oil. Federal railroads also have applied to FMT to introduce new special tariff for coal, with reductions of 10% to 12%.

- ICELAND.—Tires and electric light bulbs reportedly will be placed on import-free list in 1962. Bulb imports amounted to $58,000 and tire imports $603,000 in 1961.

- INDIA.—Caterpillar Tractor Co. to collaborate with Hindustan Motors, India, in manufacture of track-type and wheel-type tractors and motor graders.

  New 500,000-ton cement plant at Hirakud, Orissa State, to be built at cost of $10.5 million; production scheduled to start early 1964. Critical shortages of cement exist in many parts of country.

  New plant with collaboration of British firm John Thompson, Ltd., started production of water tube and shell boilers, pressure vessels, and heavy steel welded fabrications.

  Glaxo Laboratories, Ltd., Bombay, started production of fine chemicals, vitamin A, and corticosteroids.

  Indian import and export control regulations have been extended to Goa, Daman, and Diu.

- INDONESIA.—Government has approved $18 million contract with General Electric to construct a steam powerplant at Semarang in central Java.

- ISRAEL.—Effective February 9, new official rate of the Israel currency is 3 Israel pounds to US$1. Former rate was 1.8 pounds to the dollar.

- ITALY.—ANIC, which heads petrochemical activities of Italian state-owned petroleum group ENI, reportedly acquired a controlling interest in LANEROSSI, one of Italy's largest woolen textile companies.

  Construction has begun on divided 4-lane, 270-mile superhighway section costing $277 million, linking Salerno and Reggio Calabria.

  Cabinet has approved a draft bill of Ministry of Labor providing for a 10-year, $320 million program of low-cost housing for workers.

  Fiat made agreement with German group, Entwicklungsring Sued of Munich, (consisting of Ernst Heinkel Flugzeugbau, Messerschmitt, and Boelkow Entwicklungen, KG.) collaborating in presenting designs for bids on vertical or short takeoff and landing fighter plane for NATO contract.

  Finmeccanica, a subsidiary of the IRI state-controlled holding group, has an agreement with British Aircraft Corp. to present a joint V/STOL fighter project in the NATO bidding.

- JAPAN.—Mitsubishi Shoji Kaisha, Ltd. will supply 28 electric locomotives to Indian Railways at total cost of $6.2 million. Deliveries to commence in 15 months.

- LEBANON.—General Telephone & Electronics Corp., New York, established regional office recently in Beirut to provide more direct service to telephone administrations and other customers in North Africa and the Near East.

- MALAGASY REPUBLIC.—Citroen intends to begin assembling two 2CV (Deux Chevaux) per day this month. Unlike prospective Renault plant, which will assemble vehicles from completely knocked-down condition, Citroen will make final mounting of subunits.

- MOROCCO.—Government has announced a 5.7% wage increase retroactive to Jan. 1, 1962, as result of rise in cost-of-living index of more than 5% since 1959. Increase applies only to employees in private sector and does not apply to fringe benefits. Employers who already increased wages before January 1, in anticipation of measure, may include the 5.7% increase in their calculation.

  Poland expected to be awarded contract for supplying equipment for a new sugar refinery to be built in Sidi Kacem area. Cost estimated at $12 million. Keenest competition came from West German firm.

- NEW ZEALAND.—A company with half U.S. and half New Zealand capital is to be formed shortly to prospect for oil over 3.4 million acres of land in New Zealand, mainly in the South Island. Americans will supply equipment and know-how; part of the U.S. capital will be used to supply an oil drilling rig costing some $280,000.

- PAKISTAN.—Swedish firm, Bofors, in joint-venture project with Wah Industries, Ltd., will manufacture explosives and arms in government-owned plant in West Pakistan.

  A Japanese firm in conjunction with a Pakistani firm will set up a transistor manufacturing plant in Tejgaon, East Pakistan. The Japanese company will invest $86,800 for machinery to equip factory which will have initial capacity of 2,000 transistors monthly; production may be doubled in 7-10 years.

  East Pakistan shortly will have its first hardboard factory built at Chittagong with initial capital investment of $1.47 million. Plant will produce about 5,000 tons of hardboard yearly and is expected to go into production by the end of 1963.

  Pakistan has received a $19.6 million loan from United Kingdom to finance purchase of British machinery and equipment under Pakistan's second 5-year plan.

  An automatic plant for manufacturing such items as handbags, upholstery cloth,

and floor and table coverings from jute waste has gone into production at Narayanganj, East Pakistan. Another plant, with 25% British collaboration, for manufacture of felts from jute waste, is being established at Chittagong. This plant expects to produce about 2,000 yd. of PVC-coated felts per shift.

- PARAGUAY.—Williams Bros. Construction Co., Houston, Texas, signed contract with Ministry of Public Works and Communications to construct 120-kilometer section of Chaco road extension to Bolivian border, costing $96 million.

  National Gypsum Co. at Riyadh, is ready to begin production with a daily capacity of 100 tons of gypsum.

- SENEGAL.—International Minerals & Chemical Corp., Chicago, announced partnership in Compagnie Senegalaise des Phosphates de Taiba, operating $25 million phosphate mining project near Dakar, thereby becoming first U.S. company to participate in Senegal's industrial development.

- SOUTH AFRICA, REPUBLIC OF.—Minister of Finance temporarily suspended 3% duty on iron and steel sheets coated with tin. Imports under this suspension will be issued by the Minister up to March 15, 1962.

  Government has contracted with African Explosives & Chemical Industries for 20 million rands worth of munitions (1 rand=US$1.40). Production will commence in 1963 at 3 new plants.

- SWEDEN.—Total reserves of gold and convertible currencies in 1961 increased by 952 million crowns (1 crown=US$0.193) to 3,927 million crowns, of which 934 million crowns were in gold and 2,993 million in convertible currencies.

  Preliminary figures show 1961 exports totaled 14,170 million crowns (13,273 million in 1960) and imports 15,117 million crowns (15,006 million in 1960). Among factors contributing to leveling of imports were the decline in inventory accumulation and stockpiling, decreased demand by industry and consumers, and the nonrecurrence of certain capital goods imports.

- THAILAND.—A revised Promotion of Industrial Investment Act (FCW, Dec. 19, 1960, p. 8; Jan. 2, 1961, p. 7), has been passed. Provisions of new law will appear in FCW upon their release and text subsequently will be available at Department's Field Offices.

  Thai Export Promotion Bureau announced that 1961-62 lac production will be higher than either of last 2 years. Estimated production of 24,000 tons includes 10,000 tons of seedlac.

  A new dry-cell battery plant, under construction, is due for completion in May. The new firm, National Thai Co. is a joint venture with the Matsushita Electric Mfg. Co. of Tokyo. The company, which will compete against 3 other Thai-based battery plants (one of them American), plans to produce 1 million dry-cell batteries monthly.

  Cigarette production in Thailand exceeded 1 trillion cigarettes last year and netted Government Tobacco Monopoly over 1 billion baht (21 baht=US$1). Daily demand of over 50 million cigarettes has kept Monopoly's plants running at capacity; a 4th plant is due to be completed early in 1963 which will produce 20 million cigarettes daily.

- TUNISIA.—Bizerte cement plant, badly damaged during Franco-Tunisian incidents last August, reopened in mid-January. Tunisian cement needs now expected to be fully met, with possibly some excess for export.

- UNITED KINGDOM.—Britain' biggest independent airline, British United Airways, is joining forces with British Aviation Services, parent company of Silver City Airways, it was announced. New group will have total assets of about £20 million ($56 million) and will control 150 aircraft, including 40 helicopters; has another 24 aircraft on order; expects to carry about 1,650,000 passengers a year. Both airlines are controlled by shipping companies.

# Irish Construction Project Opened to U.S. Bidders

The Government of Ireland invites bids for civil engineering construction in connection with a $19.6 million expansion to the existing power station at Ringsend.

Included in the work will be an extension to the engine room and switch bay, a boiler house annex, a reinforced concrete inlet and outlet, culverts, other related work and a 250-ft. circular reinforced concrete chimney.

The extension will house two 60,000-kw. turbo alternators, two boilers, and auxiliary equipment for which contracts have already been placed.

Bids should reach the Electricity Supply Board, 21 Lower Fitzwilliam St., Dublin, by Mar. 12. Bidding documents, including plans and specifications, may be obtained from that authority for $140; this will be refunded on receipt of a bona fide bid not subsequently withdrawn.

Additional copies of the bidding documents may be obtained for $28 a set; this sum will not be returned.

# Bank in Greece Asks Bids On Refrigeration Machinery

The Agricultural Bank of Greece is inviting bids for the procurement and installation of refrigeration machinery at a fruit cold storage plant under establishment in Veroia, Northern Greece.

The plant will include pre-cooling and preservation chambers, as well as an ice producing department.

A copy of tender 1685 is available on loan from the Business Services Division, BIBO, U.S. Department of Commerce, Washington 25, D.C. Also available on loan is a copy, in French, of a special study of the project.

Interested firms should submit bids by May 3 to the Permanent Supplies Committee, Agricultural Bank of Greece, 23 Venizelos St., Athens.

Plans pertaining to this project are not included in the available documents, but may be obtained for approximately 180 drachmas ($6) from George Priovolos, Stoa Spyrou Miliou, Athens.

## *Australian Electric Project Specifications Available*

Specifications for the Snowy Mountains Hydro-Electric Authority projects described in Foreign Commerce Weekly, Jan. 15, p. 76, are now available from the Business Services Division, BIBO, Department of Commerce, Washington 25, D.C.

# Storage Tanks, Medical Equipment, Radio Tubes, Other Items Sought

SEVERAL foreign governments, through their authorized procurement agencies, are inviting tenders for items of interest to U.S. suppliers.

Bidding instructions, specifications, and other pertinent data are available for review on loan from the Office of Commercial Services, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., as indicated by a star (★), or telephone WOrth 7-2381 in Washington.

### Burma

**Electrical supplies,** including internal wiring materials, fluorescent fittings, bulbs and decorative lamps, domestic and household appliances, fans, and cables and wires; tender 1/62; Mar. 15. Commercial Department, Rangoon Electric Supply, 502 Merchant St., Rangoon.★

**Spare radio tubes,** 880, in various sizes; tender 989/170/BSO; Mar. 31. Director, Burma Supply Organization, Embassy of the Union of Burma, 40 South Audley St., Grosvenor Square, London W.1, England.★

**Polyvinyl chloride cables,** in sizes 3/9.036 in. and 7/0.029 in.; tender E.M. 3/1961-62; Electricity Supply Board, 197-199 Lower Kemmendine Rd., Rangoon.★

### Ceylon

**Syrup oxytetracycline hydrochloride,** 850 fluid lb.; **syrup phenethicillin,** 1,330 fluid lb.; and **syrup chlortetracycline hydrochloride,** 575 fluid lb. Apr. 3. Ministry of Health, P.O. Box 500, Colombo. Copy of tender available from Embassy of Ceylon, 2148 Wyoming Ave., NW., Washington 8, D.C., reference: 193/105(vii).★

### *Short Bid Deadlines*

**Notice of opportunities to bid are published as soon as possible after they are received; the deadlines, however, frequently are short. U.S. firms desiring to compete on short deadline bids may wish to cable the contracting office and request an extension.**

**Some importers abroad will accept cable bids, if cable states price and that a formal bid has been air mailed. Sending tenders by air rather than regular mail may ensure being on time.**

**Information on bids, even though the bidding periods are short, has proved useful to many U.S. firms interested in subcontracts or in planning future sales development.**

### Greece

**Electronic tubes,** 106, of the CF, CC, and CV series, in varying sizes; noon Mar. 5. Supreme Supply Committee, Ministry of National Defence (G.N.S.), Papariqhopoulou St. No. 2, Athens.★

**Fuse cartridges** for distribution pillars, 3,230, estimated value, $11,000, tender 418; Mar. 6. **Plastic material** for meter boxes, 24,000 lb., estimated value, $26,000, tender PAP/9; Mar. 8. **Metal-clad switchgear** for distribution substations, 50, estimated value, $85,000, tender 420; Mar. 20. **Tabulating cards,** 3,600,000, estimated value, $7,000, tender PAP/64; Mar. 22. Public Power Corp. (PPC), Athens-Piraeus Division, 4 Korai St., Athens.★

One **water indurator** producing 40 to 50 cubic meters an hour; Mar. 6; Corfu Water Works, Corfu.★

Six diesel-driven rotary portable **air compressors,** estimated value, $40,000; tender 847; Mar. 22. Greek Water Co., 4 Kolokotroni St., Athens.★

Three **mechanical loaders,** transportation capacity 3,000 lb. minimum, lifting capacity 4500 lb. minimum, estimated value, $33,350; Mar. 20. Athens Municipal Gas Works, 100 Piraeus St., Athens.★

**Electrodes, welding wire,** and **welding power,** estimated value, $16,650; tender 179; Mar. 14. Over 50,000 sets of **nuts and bolts** of varying sizes, estimated value, $10,000; tender 180; Mar. 12. Ministry of Agriculture, Land Reclamation Service, 60 Kolokotroni St., Athens.★

### Hong Kong

**Chloramphenicol suspension** (14,000 bottles of 40 fluid oz. each); tender Stores C/52/56/62; Mar. 2. Secretary, Tender Board, Colonial Secretariat, Government Offices, Lower Albert Rd.★

Liquid/powdered **detergent** (53,000 lb.); tender Stores C/52/40/1/62; Mar. 16. Controller of Stores, Stores Department, Oil St., North Point.★

### India

One single screw "kort" rudder **diesel pilot vessel,** 274-ft. length overall, 43½-ft. beam, 15½-ft. depth draft loaded, speed 13 knots; Apr. 3. Tender documents

*(See Items, page 288)*

# Planned CONSTRUCTION PROJECTS

Supplementary information on items followed by a star (★) is available to U.S. firms domiciled in the United States from Office of Commercial Services, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., or telephone WO 7-5561 in Washington.

**ARGENTINA**—Depending on technical and feasibility studies, a $160 million AID loan may soon be granted for execution of Argentina's **airport development plan** (FCW, June 5, 1961, p. 10, and Jan. 22, p. 112.) Complete copy of plan, in Spanish, is available.★

**GREECE**—Equipment valued at $450,000 expected to be purchased through international tenders in 1962 for **Port of Piraeus.** List of needed equipment available.★

Additional $4.7 million will be spent on **port improvement projects.**

**IRAN**—IBRD and the International Finance Corp. considering applications for loans totaling $1 million for proposed construction of **beet sugar factory** in Kermanshah.

**IRELAND**—Etablissements Henri Potez, 46 Avenue Kleber, Paris 16, France, to establish $7.8 million **factory** in Ireland to manufacture short- to medium-range **aircraft.**

**ITALY**—Modernization of **Italsider Iron and Steel Plant** in Trieste will be initiated soon. (FCW, Dec. 25, 1961, p. 12.) Cost of program set at 40 billion lire ($60 million). Information on project available from Cosider, newly formed subsidiary of Italsider, at Via Mura S. Chiara 1, Genoa, Italy.★

**JORDAN**—Technical feasibility study for construction of **Jerusalem International Airport** being prepared by International Civil Aviation Organization.

**MALAYA**—To supplement main Tasek industrial area (FCW, April 24, 1961, p. 28, and Nov. 6, 1961, p. 10) the Ipoh Town Council, Ipoh, Malaya, to develop two additional **industrial areas** at Menglembu and at Falim.

Toyo Rayon Co., Ltd., Mitsui Bldg., No. 1 Nihonbashi Muro-machi, 2-chome, Chuo-ku, Tokyo, Japan, to open **textile mill** in Johore.

U.N. Special Fund assistance of $895,000 will pave way for construction and operation of **telecommunications training center** in Kuala Lumpur.

**MOZAMBIQUE**—Construction of £10 million ($28 million) **petroleum pipeline** proposed to connect Port of Beira with refinery in or near Umtali in Rhodesia. Preparatory topographical work conducted by John Brown & Co., Ltd., 8 The Sanctuary, Westminster, London, SW.1., England.

**PAKISTAN**—International bids will be invited soon by East Pakistan Water Transport Authority for construction of **passenger and cargo shore facilities** at Dacca and Narayanganj. Entire project will also include **construction of facilities at river ports** of Khulna, Chandpur, and Barisal, and will call for **reinforced concrete jetties, steel landing pontoons, passenger buildings, cargo sheds, earthwork, roads,** and **protective banks.** Total anticipated expenditures of 20 million rupees ($4.2 million) will be met through IDA loan. Write to Chief Engineer, East Pakistan Inland Water Transport Authority, P.I.D.C. House, Motijheel, Dacca, Pakistan, or "NEDECO" Netherlands Engineering Consultants, Berg en Dalseweg 61, Nijmegen, Netherlands.

**PERU**—Chamber of Deputies authorized proposed plan to connect San Lorenzo Island with mainland at Callao by means of **bridge** or **causeway.** Plan was prepared by Christiani-Nielsen, 41 Vester Farimagsgade, Copenhagen, Denmark. (FCW, Jan. 22, p. 112.)

**SPAIN**—The Ayuntamiento (city hall) of Pamplona and the Disputación (provincial government) of Navarra have approved project to construct **airport** in outskirts of Pamplona. Plans include 2,400 meter **runway** (later expandable to 3,000 meters), **control tower, and auxiliary buildings.** Tentative budget is 42,560,359 pesetas ($709,340). Write to Ministry of Air, Madrid.

Plans are still available for proposed **Turia River project.** (FCW, Nov. 23, 1961, p. 17, and Dec. 18, 1961, p. 14.) Proposal, called "Solución Sur," calls for diverting Turia River and for construction of railroad and highway accesses.★

**SYRIA**—Ministry of Public Works, Damascus, to undertake **broadening of several principal routes** in northern Syria in 1962.

**THAILAND**—Board of Investment considering application of local firm for establishment of **pineapple canning factory.**

## Items . . .

*(Continued from page 287)*

available from Rendel, Palmer, and Tritton, 125 Victoria St., Westminster, London, England for £15 ($42).

### Iran

**Cellulosic film,** 11,750 bobbins; Mar. 14. **Diesel engine oil,** 100 barrels of grade 30 and 50 barrels of grade 40; Mar. 15. Iranian Tobacco Monopoly, Tehran.

### Iraq

**Equipment and laboratory materials** for agricultural schools; Mar. 25. Terms and specifications for $0.70 obtainable from Secretary, Central Foreign Purchasing Board, Ministry of Finance, Baghdad.★

**V.O.R. dual beacons, teleprinter concentrator,** for Directorate General, Civil Aviation; Mar. 4. Terms and specifications obtainable for $14 a copy from Secretary, Central Foreign Purchasing Board, Baghdad.

**Red oxide finishing paint,** 2,000 imperial gallons, packed preferably in 5 imperial gallon drums. Bidders must submit sample of not less than 1/16th imperial gallon with bids; Mar. 28. Director General, Iraqi Republican Railways, Baghdad.★

**Pyrene foam-making compound packet** for Directorate General, Civil Aviation; Feb. 25. Terms and specifications for $1.40 a copy available from Secretary, Central Foreign Purchasing Board, Ministry of Finance, Baghdad.

Deadline for **medical equipment** extended to Mar. 5. (FCW, Jan. 8, p. 40.)

### Mauritius

Two 6,000-ton **oil fuel storage tanks and fittings,** and 6,000 ft. of 10 in. nominal **bore oil fuel pipeline** with valves, fittings, and submarine discharge hose; Apr. 30. Central Electricity Board of Mauritius. Tender documents available from Crown Agents for Overseas Governments and Administrations, 4 Millbank, London SW.1, England (refer to W/EE1 Mauritius C.E.B. 505/1).

### Sudan

One iron-clad **distribution switch-board,** 60 volts, 4-wire system, 90 cycles a second, 3-phase; contract 2545; Mar. 5.

Two motor-driven double ended **emery wheel grinding machines,** size of grinding wheel 14 in. x 2 in. x 6 in. bore, wheel center distance 28 in., 2½ hp., 1,400 r.p.m., approximately 750 lb. net weight; contract 2543; Mar. 1.

One 3 in. electric motor-driven **centrifugal pump;** contract 2546; Mar. 12.

Short lift **screw jacks** with ratchets, to lift 5 tons, 39; contract 2547; Mar. 13.

Telescopic **lifting and traversing jacks,** with ratchets, to lift 15 tons, approximate weight 175 lb., 8; contract 2549; Office of Controller, Stores Department, Sudan Railways, Atbara.★

# List of Potential Exports Compiled for Swiss Market

The following list is a compilation of two lists (consumer and industrial goods) supplied by the U.S. Embassy in Bern, Switzerland, containing U.S. products which appear to have current sales possibilities on the local market.

Submitted as a part of the implementation of the Export Expansion Program, the items below represent lines that have a definite potential, but which are not substantiated by actual requests for purchase.

**200 Baby Foods**

Long range market development appears feasible.

**230 Apparel**

There have been some inquiries for gloves for heavy industry. Market prospects are mainly a matter of price since there is considerable competition from France, Spain, and England.

High-quality baby wear of a speciality nature, such as children's knitwear, cotton products, play suits, overalls, and rompers. Although Swiss textile products are highly competitive there appears to be some demand for certain speciality items in baby wear which could be explored advantageously. There is also some interest in U.S. ladies' and children's ready wear clothing.

**240 Lumber**

In view of the continuing high level of building activity in Switzerland, market prospects should continue to be quite good for Douglas fir, Oregon pine, oak, walnut, and pine.

**249 Novelties, Hobby Articles**

"Do it yourself" articles are becoming increasingly popular in Switzerland. Exporters should carefully survey local retailers and department stores to determine what types appear to have the greatest attraction to the Swiss consumer.

**280 Chemicals**

One-Methyl-4-piperidine

**302 Rubber Boots**

There have been occasional inquiries for specialized rubber boots.

**352 Machinery**

Building machinery, hand-operated machines for the building trade, machinery and equipment for the abrasive industry.

There is considerable competition from European manufacturers on sprinklers and price is an important factor. However, specialty products and new developments in gardening accessories could find some interest here.

**353 Road Building Machinery**

The United States is the main supplier, and prospects are quite good.

**354 Machine Tools**

Some of this machinery is manufactured in Switzerland or supplied by other European countries. Price is not a major factor with regard to grinding machinery. However, the question of type and size is important. Larger sizes may have a better chance on the local market. In any event, much depends on the specifications required by the Swiss buyer.

**358 Special Service Machinery**

There is some interest in U.S. equipment for hotel and restaurant kitchens. It should be noted, though, that electrical equipment in this category will meet certain obstacles such as different voltage and special regulations. Also, the program of renovating old hotels or the building of new ones is progressing rather slowly. Accordingly, non-electric equipment has better prospects.

The United States is the main supplier of polishing machinery for car painters on the local market.

Although automatic weighing machines are manufactured in Switzerland there is an "open market" for such items there. They should be high-quality and fully automatic.

**360 Electronic Equipment**

Guiding apparatus for the blind, and burglar alarms.

**363 Electrical Household Appliances**

Grills, small heaters, household mixers, automatic juicers. Local competition is stiff but market prospects are quite good, assuming that a promotional effort is undertaken.

**371 Automotive Equipment**

Garage installations for the repair of trucks and autos.

**384 Surgical, Hospital Equipment**

Most of the specialized instruments in this category are imported from the United States, and market prospects for the future appear to be good.

There also appears to be a market for the following items: 200—Dietetic and diabetic chewing gums and candies, and diet foods; 220—rubberized textiles; 251—barbecues and grills; 280—paraffin and wax, fireproof spray for insulating walls and wall paper, and fire-fighting devices.

Also 330—stainless steel sheets (rods and tubes); 342—portable, wood, and metalworking tools; 357—automatic folding, envelope filling and sealing machines; and 360—welding machines and accessories.

## FOREIGN CONTRACT AWARDS

Several contracts involving construction work and supply of equipment, materials, and services have been awarded by foreign governments. Other firms may be called upon to furnish additional assistance or services.

Supplementary information is available on items marked with a star (★) from the Office of Commercial Services, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C.

**Australia:** Snowy Mountains Hydroelectric Authority awarded two contracts valued at £18,923,000 ($42,576,750) to Thiess Bros. Pty., Ltd., 793 George St., Sydney, Australia, for dam and tunnel construction works. (FCW, Sept. 11, 1961, p. 21, and Sept. 25, 1961, p. 31.)

**Hong Kong:** List of recently awarded equipment and construction contracts is available.★

**Pakistan:** West Pakistan Water & Power Development Authority issued letter of intent to Kaiser Engineers & Constructors for construction of Trimmu-Sidhnai Link Canal. Final award subject to approval by World Bank. (FCW, May 15, 1961, p. 25, under Planned Construction, and Nov. 27, 1961, p. 24.)

**Peru:** Schloemann AG, 13 Steinstrasse, Duesseldorf, Germany, in cooperation with Concast AG, Zürich, Switzerland, has contract for construction of two continuous casting plants in Peru for Sociedad de Chimbote, S.A. (FCW, Oct. 9, 1961, p. 16.)

**Tunisia:** Government signed contract with Hilton Hotels Corp., 720 S. Michigan Ave., Chicago 5, Ill., for construction of luxury hotel in Belvedere section of Tunis. Hilton to design and manage hotel. Source of financing for $3- to $4-million project not known.

## Tender Deadline Extended For Plant in Mozambique

The deadline for submitting bids for construction of a mechanical ore-handling plant in Lourenco Marques has been extended from Feb. 15 to Mar. 8; several amendments to the contract bidding conditions have been made.

Copies of the amendments are available on loan from Business Services Division, BIBO, U.S. Department of Commerce, Washington 25, D.C. (Foreign Commerce Weekly, Oct. 30, 1961, p. 10.)

# Bid Invitations on DEVELOPMENT LOAN FINANCED PURCHASES

## Lending functions of Development Loan Fund transferred to AGENCY FOR INTERNATIONAL DEVELOPMENT (AID)

## U.S. Department of State

**Foreign borrowers under U.S. Development Loans invite tenders, either directly or through their authorized agents, covering loan financed purchases.**

**Supplementary information, as indicated by a star (★), may be obtained on loan by firms domiciled in the United States from the Business Services Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., or telephone WOrth 7-2277 in Washington.**

### *India*

**Machines** for manufacture of **aluminum extruded section brass** and **copper pipes.** NSIC/HP/1082/60.★

**Fiber extraction machine** for banana trees. Emag. Model B6. Delivered at Bombay. Ref. 2353/61.

Buhler 200-ton cold chamber **die casting machine** type H-200, with comprehensive automatic control for casting aluminum with oil by hydraulically operated toggle die lock net. NSIC/HP/2B-2362/61.

Above equipment for Loan 144; **U.S. source.** Mar. 14. The National Small Industries Corp., Ltd., Rani Jhansi Rd., New Delhi 1.

Supply of **water pump sets** and **strainers** for Sharavathi Valley Hydro-Electric Project. Loan 120; worldwide. Enquiry HCP/SVHEP-7/Nov. 1961. Mar. 1. Government of Mysore, Office of the Chief Engineer, Hydro-Electric Construction Projects, P. B. No. 60, Race Course Cross Rd., Bangalore 9, where quotations are to be sent directly. Tender specifications available for sale from India Supply Mission, 2536 Massachusetts Ave., NW., Washington 8, D.C.★

Portable **pipe threading machines,** capacity 2 in. pipe, with standard accessories; 14; **drill point grinders,** capacity to grind drill ⅛ in. to 1¼ in. with motors, 23; flexible **shafts** ½ in. x 8 ft. core and cases with fittings and hand piece only, 24. Loan 157. Import License #EI/GL/MTC/144/DLF/361. Ref. 41 (549)/61-AID. Mar. 10. Asiatic Engineers, Mehta Bldg., Medows St., Fort, Bombay 1.★

Centerless **grinding machine**; plain hydraulic **grinding machine,** with standard and electrical equipment; horizontal, **boring, milling, and drilling machine**; high power vertical **surface grinders,** 2; horizontal **precision boring machine.** Loan 157; **U.S. source.** Import License #995-631-DLF.157/60/HQ-CGI. Ref. 41(108)/61-AID. Mar. 10. The Mysore Kirloskar, Ltd., Harihar-Harpanahalli Rd., Yantrapur P.O., Harihar, Mysore State. Cable Address: MYTOOLS—Yantrapur.★

**Machines** for **rubber molded goods; rubber testing machines.** Delivered at Calcutta. Ref. NSIC/HP/2C-848/61. Loan 144; worldwide. Mar. 12. The National Small Industries Corp., Ltd., Rani Jhansi Rd., New Delhi 1.★

**M.S. plates;** 3/16 in., 6 x 19 ft., 270.43 m.t.; ¼ in., 6 x 19 ft., 147 m.t., items required on c.i.f. Bombay basis; 3/16 in., 6 x 19 ft., 200 m.t.; ¼ in., 6 x 19 ft., 100 m.t., items required on c.i.f. Calcutta basis; 3/16 in., 6 x 19 ft., 200 m.t.; ¼ in., 6 x 19 ft., 100 m.t., items required on c.i.f. Madras basis; total 1017.43 metric tons. Loan 159; **U.S. source.** IL#BOM/IL/C/I&SC/MAH/1201/4712/OM/61/62. Mar. 12. Standard-Vacuum Oil Co., P.O. Box 355, Bombay 1.

**Rolls** for the **steel mills** at Jamshedpur, India. Loan 157; **U.S. source.** Letter AD-947(W). Mar. 13. Tata, Inc., 425 Park Ave., New York 22, N.Y. Complete specifications on file at Tata, Inc., 425 Park Ave., New York 22, N.Y.

One 200-ton cold chamber **die casting machine,** type H-200. Delivered at Ahmedabad, 4. NSIC/HP/2B-2391/62; **U.S. source.** Mar. 15. The National Small Industries Corp., Ltd., Rani Jhansi Rd., New Delhi 1.★

**Die sinking machine,** complete with standard equipment, electrical equipment, and accessories; **hypoid rougher,** complete with standard equipment, electrical equipment, and accessories. Loan 157; **U.S. source.** Import License 995619/DLF-157/60/HQ-CGI. Ref. 41(48)/61-AID. Mar. 15. Standard Motor Products of India, Ltd., 29 Mount Rd., Madras 2. Cable Address: STANMOTOR, Madras.

**Stainless steel sheets** 18/8 non-magnetic quality: 10 x 4 ft. x 12 g., 2.4 tons; 10½ x 4 ft. x 14 g., 2 tons; 8 x 3 ft. x 20 g., 1 ton; 1 x 2 m. x 10 g., 1 ton; 10 x 4 ft. x 16 g., 8 tons. Total 14.4 tons. Loan 159. **U.S. source.** IL#BOM/IL/TEX/MATI/2814/4264/AS-61. Mar. 15. T. Manaklal Manufacturing Co., Ltd., Vaswani Mansions, Dinshaw Vachha Rd., Bombay 1.

**Machines** for **M & S bolts, rivets, nuts, and spikes.** Delivered at Opanakara. Loan 144; worldwide. Ref. NSIC/HP/2M-2791/61. Mar. 18. The National Small Industries Corp., Ltd., Rani Jhansi Rd., New Delhi 1.★

**Outdoor switchgear equipment** for Dhuvaran Thermal Power Project of Gujarat Electricity Board, Baroda, India. Tender S/81/DLF. Mar. 29. India Supply Mission, 2536 Massachusetts Ave., NW., Washington 8, D.C., where tender forms are available, free of cost.

One 300-ton cold chamber **die casting machine.** Delivered at Calcutta. NSIC/HP/2C-921/61. Loan 144; worldwide. Mar. 20. The National Small Industries Corp., Ltd., Rani Jhansi Rd., New Delhi 1.★

Design manufacture, assembly, testing, inspection, and delivery of all **instruments and controls** for installation of two 125/140 mw. **turbine-generator units** at Chandrapura Thermal Power Station of the Damodar Valley Corp., Calcutta. Loan 125; worldwide; ICA Code 899. Tender S/80/DLF. Apr. 9. India Supply Mission, 2536 Massachusetts Ave., NW., Washington 8, D.C., where tender forms at $3.00 a set may be obtained. Also available from Director General, India Store Dept., Government Bldg., Bromyard Ave., Acton, London W.3, England; Embassy of India, Naigai Bldg., 13/20 Chome Marunouchi, Chiyodaku, Tokyo, Japan; Indian Trade Commission in Australia, Caltex House, 167/187 Kent St., Sydney, Australia; Director General of Supplies and Disposals, National Insurance Bldg., Parliament St., New Delhi, India. Cost of tender forms sold as a rule not refundable and forms not transferable.

One 500 kg. electro-pneumatic self-contained **forging hammer** (clear space type), with motor and drive complete spares, such as ram guides, pinions for 2 years' service. Delivered at Vidya Nagar Hyderbad D.N. NSIC/HP/2M-2396/61. Loan 144; worldwide. Mar. 24. The National Small Industries Corp., Ltd., Rani Jhansi Rd., New Delhi 1.★

### *Israel*

Hot rolled **steel sheets** in coils not exceeding 4 long tons, mill edge to AISI 1008 and 1010, as follows: 755 x 2.2 mm., 300 tons; 940 x 3 mm., 200 tons; 935 x 2.7 mm., 500 tons; 955 x 2.2 mm., 200 tons; 940 x 3 mm., 300 tons. Loan 214; **U.S. source.** Sub-Authorization METCO 1. Mar. 5. Delivery desired by April.

One GMC Model DBW-7000. Na d. cab deluxe, W.B. 200 or equal diesel engine 210 hp., 2100 r.p.m. Loan 214; **U.S. source.** Sub-Authorization I/L 1932871. Mar. 15. Delivery desired by May.

Government of Israel Supply Mission, 850 Third Ave., New York 22, N.Y., Attention: Mr. N. Nisen (for additional information). Tenders should refer to S/A number and be prepared on basis of f.a.s. U.S. port of exit. Prices should be itemized and should show both trade and cash discounts. Suppliers may devise own forms for submitting tender to buyer, in duplicate.

### *Pakistan*

**Freezing and cold storage equipment; canning machinery,** suitable for fishery products. Loan 194; worldwide; ICA Code 899. Maximum credit, $50,400. Mar. 6. Indus Canning Co., F/23, S. I. Trading Estates, Karachi 13. Cable Address: ZARGUN, Karachi.★

**Machinery** to set up medium-sized **rubber belting manufacturing plant** at Karachi. Loan 194. Worldwide; ICA Code 899. Maximum credit, $99,000. Mar. 12. Premier Rubber Belting Mfg. Co., Ltd., Daryalal St., Jodia Bazar, Karachi.★

Copies of specifications for above items may be obtained from Bank of America, Far Eastern Division, 37-41 Broad St., New York 15, N.Y.

### *Thailand*

**Potential and current transformers.** Loan 19; worldwide. Invitation PDC-MEA-111. Mar. 6. **Aluminum conductor.** Loan 19; worldwide. Invitation PDC-MEA-112. Mar. 12. Metropolitan Electricity Authority, 121 Chakraphet Rd., Bangkok. Copies of invitation to bid available from Financial Counselor, Embassy of Thailand, 2490 Tracy Pl., NW., Washington 8, D.C.★

### *Turkey*

**Stowing machines** and accessories. Ref. 132-EKD/3361; **stowing pipes** and accessories. Loan 70; worldwide. Apr. 10. Turkiye Komur Isletmeleri Kurumu, Genel Murdurlugu, Etibank Binasi, Sihhiye, Ankara, where complete specifications may be obtained. Cable Address: TURKKUMUR, Ankara.★

### *Viet Nam*

Gibbs & Hill, Inc., 461 Eighth Ave., New York 1, N.Y., consulting engineers and procurement agents for National Office for Re-equipment of Installations for Production and Distribution of Electric Power (ONDEE), borrowers under DLF Loan 163, will be purchasing a considerable amount of **equipment and materials** in the United States, with a time-phased schedule of bid closing dates. List and descriptions of these various items, together with specifications and contract terms, are obtainable at Gibbs & Hill, Inc., and a list of potential procurement, showing bid closing dates, is available from Business Services Division, BIBO, U.S. Department of Commerce, Washington 25, D.C.★

### *Yugoslavia*

**Plant laboratory equipment:** Item X-8630, glassed distilling unit, 1 set. Loan 135; **U.S. source.** Mar. 13. Invest-Import, Terazije 5, Belgrade.

**Structural steel for compressor house,** requisition 2730-102-B. Loan 135; **U.S. source.** Ref. DLF 22. Mar. 15. Invest-Import, Terazije 5. Specifications from Foster Wheeler Corp., 666 Fifth Ave., New York 19, N.Y., Attention: R. F. Lunger.

# Prospects Good in Many Regions For Increase of U.S. Exports

NUMEROUS products and services have been reported by U.S. Foreign Service Posts as being good prospects for increased U.S. exports under the President's Export Expansion Program.

The following information was gathered from various sources, including on-the-spot inquiries by the U.S. commercial officers, reports for improving economic conditions, reports on developing foreign markets and data reflecting relaxed import and exchange controls which make it easier for foreign buyers to purchase American merchandise.

These lists represent current marketing possibilities and potentialities only; they are not bona fide offers to buy. Inquiries on how to reach these markets may be addressed either to the nearest Department of Commerce Field Office or to Commercial Intelligence Division, BIBO, Department of Commerce, Washington 25, D.C.

**011 Field Crops**

Morocco—Raw cotton.
Philippines—Cotton.
Rhodesia, Nyasaland—Raw cotton.
United Arab Republic—Leaf tobacco.

**015 Livestock**

Philippines—Dairy and beef cattle (breeding stock).

**200 Food, Related Products**

Colombia—Copra; soybean oil; wheat.

El Salvador—Hosiery (mainly stretch nylon socks for men); provisions (groceries of all types); fresh fruits.

France—Frozen and canned salmon.

United Kingdom—Fancy foods are finding increasing acceptance, and all sorts of mixes for pancakes, cakes, and pies are growing in popularity. Cube sugar and a U.S. brand of packaged spices also do well in high grade fancy stores.

Greece—Canned meat and fish products; milk (sweetened and unsweetened, in liquid, paste, or powder form); chewing gum; baby and dietetic foods.

Morocco—Milk products (canned or dried); soft wheat.

Netherlands—Frozen foods.

Philippines—Wheat; non-fat dried milk; fresh fruits (particularly apples and grapes).

Rhodesia, Nyasaland—Canned and packaged foods.

Thailand—Canned foods.

**209 Miscellaneous Food**

Morocco—Soybeans and soybean oil; cottonseed oil; processed tallow; tobacco and cigarettes.

**220 Textiles**

Colombia—Wool tops.

El Salvador—Upholstery and furniture fittings; cotton piece goods (first quality prints and others).

Greece—Fabrics (cotton and synthetic prints).

Rhodesia, Nyasaland—Yarns, fibers, and waste; cotton twist twills; cotton and synthetic piece goods.

Viet Nam—Textiles (excepting cotton), synthetic and manmade; yarns and fibers, particularly manmade fiber yarns.

**222 Broad Woven Fabric Mills, Manmade Fiber, Silk**

Netherlands—Fiber glass fabrics for curtains.

**225 Knitwear**

United Kingdom—Men's drip-dry cotton shirts. There is nothing available in the Midlands in the way of a cotton drip-dry shirt comparable to U.S. brands in price or quality, and an offering of such quality merchandise should find buyers.

**227 Carpets, Mats**

France—Carpets of synthetic fibers, readily washable.

Netherlands—Carpeting and carpet equipment.

**229 Miscellaneous textiles**

India—Tire cord yarn.

**230 Apparel**

El Salvador—Women's dresses and unwear.

France—Men's and boys' casual or sportswear; women's ready-to-wear light fabric dresses.

United Kingdom—Ladies' fashions: Accessories, jewelry and handbags; Ladies' fashions—Outerwear garments; Women's intimate wear; Men's casual wear. A considerable trend seems to be developing among men toward casual but distinctive weekend wear, and there should be considerable potential in this line; ladies' swim wear continues to do well.

Netherlands — High-quality men's trousers, including light summer weight; ladies' dresses, particularly bridal; children's clothes; pregnancy clothes; insulated underwear (orlon mixture).

Rhodesia, Nyasaland—Clothing, ladies dresses, men's suits.

**240 Lumber, Wood Products**

India—Wood pulp.

Philippines—Wood pulp.

United Arab Republic—Wood pulp for rayon making industry; railway wooden ties.

**249 Miscellaneous Wood Products**

El Salvador—Giftwear.

United Kingdom—Quality Giftwear. Gift shops here have made inquiries regarding high quality, exclusive giftware. Little interest is shown in goods in mail order catalogs. The unusual is preferred.

**251 Household Furniture**

United Kingdom—Patio furniture for barbecue and patio living, chairs, settees.

**252 Office Furniture**

Colombia—Agricultural machinery.

United Arab Republic—Office accounting and computing machines.

**260 Paper, Allied Products**

El Salvador—Paper and paper products; books—in Spanish.

France—Egg containers of pasteboard material.

Guatemala—Newsprint, paper pulp, and specialized paper products.

Netherlands—Fancy paper products.

Philippines—Newsprint.

Rhodesia, Nyasaland—Paper, kraft, and frozen food containers.

United Arab Republic—Books and magazines; newsprint and rotogravure paper.

Viet Nam—Books; paper products, office supplies; pulp, newsprint and paper products.

**280 Chemicals, Allied Products**

El Salvador—Industrial chemicals; pharmaceuticals.

France—Coloring materials for cement; water dechlorinators; bulk vitamins.

Greece—Pharmaceuticals, including antibiotics; cosmetics and toilet preparations; chemicals (industrial and fine).

India—Drugs and intermediaries; dyes.

Morocco—Chemical compounds and products; tanning compounds and acids.

Netherlands—Toilet preparations and cosmetics.

Philippines—Drugs and pharmaceuticals in bulk form; chemical solvents, catalysts, sizing and dyes for textile and paper industries; animal feed additives.

Rhodesia, Nyasaland—Mining chemicals.

Thailand—Industrial and fine chemicals; cosmetics; toilet goods; pharmaceuticals.

United Arab Republic—Industrial chemicals in general; pharmaceuticals; industrial chemicals.

United Kingdom—Cosmetics, both women's and men's. Men's cosmetics, particularly after-shave, windburn, antiperspirant and similar preparations, seem to have greater growth potentiality than women's cosmetics, which are already widely accepted.

Viet Nam—Chemical and pharmaceutical raw materials; alcohol, solvent for plastics.

**282 Plastic Materials, Synthetics**

Colombia—Synthetic fibers.

France—Plastic wall coverings.

India—Plastic raw materials (styrene monomer, phenol, cellulose acetate butyrate).

Morocco—Synthetic fibers.

Netherlands—Plastic dishes; plastic semi-manufactures in sheets, foils, rods, or grains for various industrial purposes, for building purposes, wall covering and decoration; plastic fabric for clothing industry, especially for rainwear.

Philippines—Plastic and synthetic resins.

Thailand—Cellophane sheets and rods; plastic material for moulding and extrusion.

United Arab Republic—Plastic raw materials.

Viet Nam—Raw materials for plastics.

**285 Paints, Allied Products**

France—Vinylic lacquers; synthetic resins for paints; pigments and coloring materials for paints.

Philippines—Pigments and colors.

Thailand—Paints.

**286 Gum, Wood Chemicals**

France—Photographic and cinematographic equipment, especially items for amateur photographers, and those which incorporate advanced technical features.

**287 Agricultural Chemicals**

Colombia—Chemical fertilizers; insecticides.

El Salvador—Chemical fertilizers.

Greece—Chemical fertilizers.

India—Fertilizer.

Morocco—Insecticides and disinfectants.

Philippines—Fertilizer (especially phosphates).

Thailand—Fertilizers; insecticides and fungicides.

United Arab Republic—Agricultural insecticides.

**290 Petroleum, Related Products**

Colombia—Lubricating oil.

Greece—Lubricating oils and greases.

India—Calcined petroleum coke; special lubricants and additives.

United Arab Republic—Lubricating oils.

**300 Rubber, Miscellaneous Plastic Products**

India—Synthetic rubber; carbon black.

**310 Leather, Leather Products**

El Salvador—Real and artificial leather.

**314 Footwear**

Netherlands—Children's shoes; men's shoes (good quality and Army-Navy dress).

United Kingdom—Men's quality shoes. Men's shoes available in the Midlands even at premium prices lack variety in style and size range, and in brown or tan shoes there is little choice available, although there are a few stylish Scottish grains available. This market should be explored.

**325 Structural Clay Products**

India—Refractory materials.

**326 Pottery**

United Kingdom—Lamps. Interest in interior decorating is growing in the Midlands and there is increasing interest in smart decor. Local gift shops are on the lookout for lamps which are both attractive and provide good reading light.

**330 Primary Metal Industries**

Colombia—Locomotives and equipment; cold-rolled iron or steel sheets; hot-rolled iron or steel sheets.

France—Special quality steels; scrap metals, all kinds.

Greece—Iron and steel products (bloom, billets, slabs, sheets, plates, bars, angles; babbitt metal; aluminum ingots).

India—Nonferrous metals; alloy steels.

Philippines—Structural and specialty steel.

Thailand—Aluminum sheets and circles.

United Arab Republic—Tinplate, steel sheets; scrap iron; copper bars.

Viet Nam—Nonferrous metals and nonmetallic minerals; iron and steel mill products.

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**335 Nonferrous Metals**

Colombia—Barbed wire.

**340 Fabricated Metal Products**

El Salvador—Building materials, primarily metal.

Thailand—Aluminum screening; special building materials and components such as aluminum window frames, louver windows, sliding aluminum framed glass doors and windows.

**342 Cutlery, Hand Tools, General Hardware**

Philippines—Hardware and builders tools.

Viet Nam—Handtools.

**343 Heating Apparatus, Plumbing Fixtures**

El Salvador—Plumbing supplies.

Morocco—Plumbing supplies.

Philippines—Plumbing supplies and bathroom fixtures.

**344 Fabricated Structural Metal Products**

Rhodesia, Nyasaland—Padlocks.

**351 Engines, Turbines**

Colombia—Internal combustion motors.

Morocco—Internal combustion engines and parts.

Thailand—Small two- and four-cycle gasoline engines.

Viet Nam—Motors, diesel engines and generators, pumps and turbines.

**352 Farm Machinery, Equipment**

Colombia—Tractors.

El Salvador—Agricultural machinery and implements.

Greece—Agricultural machinery (harvester-threshers, seeders, tooth opening cultivators, corn shellers), mechanical packing equipment, food processing plants, tractors.

Morocco—Irrigation equipment; agricultural machinery (excluding agricultural tractors).

Rhodesia, Nyasaland—Tractors.

United Arab Republic—Tractors and agricultural implements in general, and spare parts and accessories; irrigation equipment.

Viet Nam—Agricultural equipment and parts; tractors and parts.

**353 Construction, Mining, Materials, Handling Machinery, Equipment**

Greece—Construction and earthmoving equipment and parts (compressors, bulldozers, scrapers, ditchers, excavators).

Morocco—Mining and excavation equipment; crawler type tractors.

Thailand—Road construction equipment and machinery.

United Arab Republic—Construction, excavating, and mining machinery.

Viet Nam—Construction, mining, and conveying equipment.

**354 Metalworking Machinery, Equipment**

Colombia—Machine tools.

Greece—Machine tools.

India—Machine tools.

Philippines—Metal and woodworking machinery.

Rhodesia, Nyasaland—Mining and earthmoving machinery.

**355 Special Industry Machinery**

El Salvador—Machinery in general.

Greece—Industrial machinery and parts.

Guatemala — Agricultural producing and processing machinery for coffee, sugar, oil seeds, dairying, and livestock.

India—Machinery for the private sector, including garage tools.

Morocco—Industrial machinery and equipment.

Philippines—Chicks, hatching eggs, poultry supplies, and equipment; food processing and packaging equipment, including cigarette and cigar machinery; printing and labeling machinery; mining and milling machinery.

United Arab Republic—Equipment for the petroleum industry; textile machinery in general.

Viet Nam—Industrial machinery, including machine tools and parts; metalworking machinery (including blades, milling machines), and parts; textile machinery, accessories and parts.

**356 General Industrial Machinery Equipment**

Colombia—Pumps.

France—Commercial water purifiers.

Greece—Air-conditioning equipment.

India—Rolls for steel plants.

Morocco—Compression pumps and parts.

Netherlands—Bowling equipment; compressors for refrigeration and air-conditioning industry.

Philippines—Office machinery.

Thailand—Pumps.

United Arab Republic—Industrial machinery in general.

**357 Office Machinery**

El Salvador—Typewriters.

Greece—Fountain pens; office machines and equipment (adding and accounting machines, typewriters, addressograph machines, duplicating machines, data processing machines, electronic computers).

Morocco—Office machines and equipment.

Netherlands—Coin-operated automatic clothes washing machines; air-conditioning equipment.

Rhodesia, Nyasaland—Air-conditioning equipment; office machines.

Thailand—Steel desks, chairs and file cabinets. Steel furniture hardware such as handles, knobs, drawer runners, chair wheels, but excluding locks and hinges.

**358 Service Industry Machines**

France—Industrial floor washers and polishers; industrial vacuum cleaners.

United Arab Republic—Commercial refrigeration equipment.

**360 Electrical Machinery**

Colombia—Electric generators.

El Salvador—Electrical materials.

Morocco—Electric power equipment.

Netherlands—Electrical instruments.

Rhodesia, Nyasaland—Welding equipment.

Thailand—Electrical wire and cable.

United Arab Republic—Power generating machinery.

Viet Nam—Electrical apparatus and parts.

**363 Household Appliances**

El Salvador—Refrigerators, small- and medium-size.

Greece—Electrical household appliances.

Rhodesia, Nyasaland—Fertilizers; electrical appliances.

United Arab Republic—TV sets and related spare parts.

United Kingdom—Household and kitchen equipment. This does not include do-it-yourself equipment which has still not caught on as a hobby. People who make and must do their own repairs seem to have the tools to do so. Nor is a home workshop an item of outstanding pride or prestige.

**364 Electric Lighting, Wiring Equipment**

Greece—Fluorescent lamps.

United Arab Republic—TV transmitting media: Films and program material.

United Kingdom—Phonograph records. The fad here of playing and dancing to traditional jazz music, especially the hits of the 20's and 30's, makes this a present passing attraction.

**371 Motor Vehicles, Equipment**

Colombia—Repair parts for tractors, trucks, and cars; trucks; bus chassis.

El Salvador—Passenger busses.

France—Compact automobiles.

Greece—Passenger automobiles and trucks; automotive parts and accessories.

Guatemala—Automotive spare parts.

India—Automobile components and parts.

Morocco—Miscellaneous automobile parts.

Philippines—Automotive parts.

Rhodesia, Nyasaland—Motor cars; motor car parts and accessories.

United Arab Republic—Trucks, spare parts; automobile spare parts and accessories; heavy truck and tractor tires and tubes.

Viet Nam—Transportation equipment, including motor vehicles, engines, parts, and servicing equipment; aircraft, parts, accessories, and ground handling equipment; some railroad transportation equipment and parts.

**372 Aircraft, Parts**

Morocco—Aviation equipment and parts; aviation piston motors.

Guatemala—Marine products.

Philippines—Road building and specialty steel.

*(See Prospects, page 294)*

# U.S. Firm Given Contract For Pakistan Mangla Dam

A contract for construction of the Mangla Dam in West Pakistan was recently awarded by the West Pakistan Water and Power Authority to a group of U.S. firms headed by the Guy F. Atkinson Co. of San Francisco.

Valued at approximately $355 million, the project is one of the largest works ever to be undertaken.

The Mangla Project is a part of the huge Indus Basin Development scheme which involves the construction of several dams, canals, and other related works. Execution of the entire program will require 10 years and will involve expenditures estimated at $1.1 billion.

It is supported and financed by the Governments of Australia, Canada, the Federal Republic of Germany, New Zealand, the United Kingdom, the United States, and by the International Bank for Reconstruction and Development (IBRD). The Governments of India and Pakistan are also to make contributions to the fund.

Another U.S. firm, the Harza Engineering Co. of Chicago, will act as consulting engineer for the entire project.

The dam itself will be on the Jhelum River. Its construction requires building an earth-fill dam 380 feet high and 11,000 feet long at the top of the main dam; it will contain 75,000,000 cubic yards of earth. Atkinson will start work on the project within the next few months and expects to complete the job by 1967.

Besides Atkinson, the group consists of the following firms: Chicago Bridge & Iron Co., Illinois Corp., Chicago; S. J. Groves & Sons, Minn.; Charles L. Harvey, Inc., San Francisco; G. F. Langenfeldor & Sons, Maryland; Ostrander Construction Co., Portland, Oreg.; R. A. Trapier, Inc., Tennessee; and Walsh Construction Co., New York.

Previous notices of this project and of the Indus Basin Development plans have been published in the Planned Construction Projects and the Transportation and Utilities sections of Foreign Commerce Weekly.

## *Peru To Purchase Ships*

The Government of Peru will soon invite bids for the purchase of seven ships of 8,000 to 10,000 deadweight tons for the Corporación Peruana de Vapores, 676 Gamarra, Chucuito-Callao, Peru.

The ships are to be capable of a maximum speed of 15 knots and a draft of 26½ feet; they must have two shelter decks. Initial purchase will be limited to two ships.

## Prospects . . .

*(Continued from page 293)*

United Kingdom—Power boats. There is a growing potential in the Midlands for the small power boat.

**381 Engineering, Laboratory, Scientific, Research Instruments**

Netherlands—Laboratory and testing equipment.

United Arab Republic—Scientific and professional equipment.

Viet Nam—Scientific and professional instruments, apparatus, supplies and parts (including medical and surgical equipment).

**384 Surgical, Medical, Dental Instruments, Supplies**

Colombia—Hospital supplies; dental equipment; road-building machinery.

France—Dental supplies.

Morocco—Medical, dental, and scientific equipment.

Rhodesia, Nyasaland—Cranes and elevators.

**385 Ophthalmic Goods**

Guatemala—Pigments for manufacture of paints.

**386 Photographic Equipment, Supplies**

El Salvador—Photographic supplies.

Greece—Motion pictures; photographic film (black and white and color); X-ray film; motion picture film, sensitized.

United Arab Republic—Motion picture films.

**391 Jewelry, Silverware, Plated Ware**

El Salvador—Costume Jewelry.

France—Novelty jewelry.

United Kingdom—Stainless steel tableware—U.S. stainless steel tableware is attracting favorable attention in Leicester. It is considered more attractive than its Norwegian competitor which is thought too pointed and severe.

**394 Toys, Amusements, Sporting Goods**

France—Sporting goods; toys.

Netherlands—Hunting equipment (inexpensive plastic leatherlike gun cases); recreational equipment; scientific and educational toys.

Rhodesia, Nyasaland—Sporting goods, fishing tackle, and golf equipment.

Thailand—Sporting goods.

United Kingdom—Bowling alleys and bowling equipment. Bowling alleys installed at the air bases in the Midlands and elsewhere have done a great deal to popularize bowling and several expensive automatic alleys have been set up in this area.

**398 Miscellaneous Manufacturing Industries**

United Kingdom—Lamp shades with a flexible universal type ring suitable for various fittings should find a ready market. Designs should be smart, styled to go with modern type furniture.

**508 Machinery Equipment, Supplies**

Greece—Coal.

# Chad Asks Tenders For Suction Dredge

The Republic of Chad is calling for bids for the supply of a suction dredge to be used on Lake Chad for construction of dikes, drainage and irrigation work, and for clearing navigational channels of floating vegetation.

Tenders have been invited by the Rural Engineering Department, Ministry of Agriculture, Fort Lamy.

The dredge is to have a suction depth to 7 meters, height of output to 5 meters above the lake level, floating pipe length to 400 meters, land pipe up to 20 meters and hourly output of up to 200 cubic meters.

U.S. firms interested in this contract should submit bids as soon as possible to M. Le Sous-Directeur du Genie Rural of the Republic of Chad, B.P. 47, Fort Lamy.

Additional information may be requested from this office, especially for samples of sand, clay, and water from Lake Chad, provided the firms send the necessary packing.

A copy of bid notice containing additional information is available on loan from the Business Services Division, BIBO, U.S. Department of Commerce, Washington 25, D.C.

# Iraq Asks Tenders For Rayon Plant

The Government of Iraq has invited bids for the supply, erection, and supervision of the operations of a rayon plant.

The plant, located on the Euphrates River, about 50 miles below Baghdad, is to have the capacity to produce 3,000 tons of rayon and 5,500 tons of staple fiber. Bids may be submitted for the complete project or for one or more of the following sections:

Viscose preparation equipment; staple fiber spinning equipment; rayon spinning machines; spinbath preparation and recovery equipment; twisting machines; carbon bisulfide plant; sulfuric acid plant; caustic soda plant; water-pumping and purification plant; powerplant; refrigeration, air-conditioning, and ventilation; and main civil engineering works (construction).

Bids must reach the Directorate General of Industrial Design and Construction, Ministry of Industry, Baghdad by noon, May 26.

Prospective bidders may obtain two sets of tender documents from the Swiss firm Ing. A. Maurer, S.A., Berne, Switzerland, for $28 a set. These documents may be inspected at the Embassy of Iraq, 1801 P St., NW., Washington, D.C.

## Lumber, Bridge Ties Called for in Iraq

Bids are invited by the Government of Iraq for a supply of lumber and bridge sleepers.

The invitation, open until Mar. 25, calls for supply of pine wood boards to be 10 ft. or more in length, cut 1 to 4 in. thick and 4 to 12 in. wide. The quantities in specific sizes are to range from 500 to 2,000 cubic ft. Exact quantities and sizes can be obtained from the Business Services Division, BIBO, U.S. Department of Commerce, Washington 25, D.C.

Samples of wood boards, not less than 2 ft. in length, must be submitted with offers.

Bids are also invited until Apr. 1 for supply of 700 bridge sleepers (ties) of hardwood timber in sizes 10 in. by 10 in. by 11 ft.; and 10,000 square ft. of hardwood decking planks, 10 in. minimum width and 12 ft. minimum length.

Further specifications pertaining to the lumber and ties may be obtained from the Director General, Iraqi Republican Railways, Teheran.

## Republic of Senegal Plans Telephone Exchange Project

The Republic of Senegal has invited bids for automatic telephone exchanges estimated to cost $1.2 million.

Firms interested in bidding should express their interest before Mar. 1 to the Communicating Secretary General for Transport and Telecommunications, Boite Postale 4045, Dakar, enclosing the following data:

Nationality of company, address, and legal status; reference to equipment which they produce or, if not producers, to equipment and producers which they propose; Dakar representative if any; and similar work undertaken.

Approved firms will be informed directly and bidding documents including plans and specifications will be available for 8,000 CFA francs (about $320). The source of financing is not stated.

## Honduras Invites Tenders For Electrical Materials

Bids are invited by the Government of Honduras for electrical materials.

The National Electric Company (Empresa Nacional de Energia Eléctrica), Tegucigalpa, seeks materials required in connection with the rehabilitation and expansion of the electric system of the Central District (Tegucigalpa and Comayaguela) of Honduras.

The invitations, with their general specifications, each having a different bid deadline, are:

Tender 15—100 watt-hour meters and 150 instrument transformers, Mar. 5; tender 16—310,000 feet of aluminum cables and 340,000 feet of copper conductors, Mar. 7; tender 17—1,000 60-kilovolt suspension insulators and associated pole line hardware, Mar. 9; and tender 18—110 distribution transformers, 15 to 50 kilovolt-ampere, 2,400 volts primary, Mar. 12.

A copy of the bidding form and specifications for each tender are available on loan from the Business Services Division, BIBO, U.S. Department of Commerce, Washington 25, D.C.

## Tenders Invited in U.A.R. For Citrus Packing Stations

The General Organization for Executing the 5-year Industrial Plan is inviting bids until May 1 for the supply and erection of four citrus packing stations with a capacity of 1,200 to 1,500 standard Californa boxes each 8-hour shift.

Complete plans of buildings and equipment, with all auxiliaries and accessories, should be presented.

Bids should be submitted directly to The General Organization at 6 Khalil Agha St., Garden City, Cairo, and must be accompanied by a provisional deposit of 2% of the value of the contract.

A copy of the specifications and bidding conditions is available on loan from the Business Services Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C.

## Saudi Firm Seeks Partner For Road-Building Program

A Saudi Arabian firm seeks a partnership arrangement with a large U.S. contractor for participation in Saudi Arabia's 711-mile road-building program.

Bid deadlines for the projects estimated to cost $18 million, are in March and April.

Interested firms should contact Dr. Munir D. Attivah, Ibrahim El-Rashid El-Hameed and Brothers, Ryadh.

An interim World Trade Directory report containing information on the Saudi Arabian firm is available to qualified U.S. firms from the Commercial Intelligence Division, BIBO, U.S. Department of Commerce, Washington 25, D.C.

Additional information may also be obtained on loan from BIBO's Business Services Division.

## Airport Project in Tunisia Opened to U.S. Bidders

The Tunisian Republic shortly will invite bids for supply and installation of radioelectrical aids to navigation at the international airport of Tunis El Aquina.

Included in the project are V.O.R.; Tacan, I.L.S.; VHF direction finders; frequency radio marker (N.D.B.); 12 VHF, 5 UHF, 3 HF transmitters; 12 VHF, 5 UHF, 3 HF receivers; electrical system; aerials; magnetic tape recorders; teleprinter equipment (11); operation board for control towers; and switchboard. Work is scheduled for completion in 18 months, about the end of 1963.

Interested firms should express their interest by registered mail before Mar. 8 to Monsieur Latiri, Ingenieur en Chief des T.P., Secretariat D'Etat Aux Ara Vaux, Publics et a L'Habitat, Cite Jardins, Tunis, enclosing complete details of similar work completed within the last 3 years; information on financial structure; and list of possible subcontractors.

The envelope should be plainly marked, "International Airport of Tunis El Aouina, Lot 3—Prospective Bidder". Only firms approved by the Tunisian Government will secure bidding documents. Two months will be allowed for preparation and submission of bids.

Additional information may be obtained from Consulting Engineer of the Tunisian Government, Aeroport de Paris, Direction du Trafic et de l'Exploitation Aerienne, Monsieur Auconturuer, 291 boulevard Raspail, Paris 14 eme (Seine), France.

A copy of the bid invitation is available on loan from the Business Services Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C.

**MARKET INDICATORS FOR EUROPE**

**Latest basic statistics from international sources on population, production, expenditures, trade, finance, for each of 20 countries.**

***World Trade Information Service report, part 3, No. 61-24. Published July 1961 and for sale by U.S. Department of Commerce Field Offices and the Superintendent of Documents, Government Printing Office, Washington 25, D.C.***

**16 pages** **20 cents**

# NEW World Trade OPPORTUNITIES

● *The firms and individuals named in the following lists have expressed interest in establishing new business connections in the United States.*

*While every effort is made to include only firms or individuals of good repute, the U.S. Department of Commerce cannot assume responsibility for any transactions undertaken with these firms.*

*When available, supplementary information as indicated by a star (★), may be obtained on loan by firms domiciled in the United States from the Office of Commercial Services, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., or telephone WOrth 7-2381 in Washington.*

*Requests for loan material should include the commodity as well as the foreign firm's name and address. Trade opportunities are indexed under the Standard Industrial Classification (SIC). The SIC Manual, published by the Bureau of the Budget, may be obtained at $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C.*

*World Trade Directory (WTD) reports, if available on firms mentioned, are indicated by date of issuance. A description of WTD reports and how to obtain them is given in this department.*

## LEADS FOR EXPORTERS

*Commodities are wanted for direct purchase unless otherwise specified.*

### 019 Miscellaneous Commercial Firms

*Germany*

**Flower seeds,** all kinds. Zwaan & Co.'s u. Komp. Delfter Marktgaertner-u. Samenzucht GmbH (importer, wholesaler, grower), 65 Spyckstr., Kleve/Rhld. WTD 1/18/62.

### 195 Small Arms

*France*

**Hunting rifles.** Exclusive direct purchase and agency. Ets. Lajus (manufacturer, wholesaler, exporter), avenue du Sabaou, Biarritz, Basses-Pyrenees. WTD 2/10/61.

### 200 Food

*Ceylon*

**Groceries,** all kinds, and **wines.** Cargills (Ceylon), Ltd. (importing distributor), P.O. Box 23, York St., Fort, Colombo. WTD 7/12/61.

*Germany*

**Dried fruits, canned fruits, canned meat and fish, frozen poultry, fruit juices,** and **pods.** Einkaufskontor des Nahrungsmittelgrosshandels GmbH Sitz Frankfurt am Main (importer, buying cooperative), 2 Bockenheimer Anlage, Frankfurt/Main. WTD 12/21/61.

All varieties of **frozen and canned meats,** including Cornish hens, processed and convenience foods, food specialties. Samples requested. Fried. Krupp Konsumanstalt, Abteilung Lebensmittel (purchasing organization), 9 Ostfeldstr., Essen. WTD 11/18/58.

*South Africa*

All types of **grocery items.** Grand Wholesalers (Pty.), Ltd. (wholesaler), 37 Buitenkant St., P.O. Box 3308, Cape Town. WTD 12/21/61.

### 201 Meat Products

*Germany*

**Frozen poultry,** particularly **broilers,** shipments of 15 tons each. Lidl & Schwarz KG (wholesaler), 70 Austr., Heilbronn/Neckar. WTD 1/16/62.

All types of **poultry,** including frozen. Emil Eckert, Eiskrem-Kuehlkost-Vertrieb (wholesaler), 36 Weinbergstr., Baden-Baden. WTD 1/17/62.

**Canned poultry, ham** and **corned beef;** all kinds of **frozen poultry.** Okusa International Corp. GmbH (importing distributor), Hohenzollernring 20, Hamburg-Altona. WTD 10/16/61.

*Netherlands*

**Frozen poultry.** Firma J. L. Klabbers (importing distributor), 28 Rembrandtlaan, Arnhem. WTD 12/21/61.

### 203 Canning and Preserving Fruits, Vegetables, Sea Foods

*France*

U.S. **dried prunes** (Santa Clara and French Oregon qualities) in natural condition, undipped, in 50-kilogram bags (110.2 lb.), sizes 33/44, 44/55, 55/66, 66/77, and 77/88. G. Menaud Fils (grower, packer, wholesaler, exporter, importer), 39 Quai des Chartrons, Bordeaux, Gironde. WTD 1/12/62.

*Germany*

**Canned pineapple, peaches, cherries, pears; canned beans, peas, asparagus spears, center cuts, tips and cuts;** all kinds of **citrus fruit juices; tomato juice;** in tins No. 2½ and 10. Okusa International Corp. GmbH (importing distributor), Hohenzollernring 20, Hamburg-Altona. WTD 10/16/61.

### 207 Confectionery

*France*

**Marshmallows.** Ets. (Cresca Reiss & Brady), (packer, wholesaler, importer, exporter), 18-26 rue Vergniaud, Bordeaux, Gironde. WTD 4/21/60.

*Germany*

All kinds of **candies,** including assorted chocolates, sugar candies, mixtures of fruits and nut candies, nougats, wafers, egg pastries, marzipan, special varieties of sweets for holidays. Interchoc Suesswaren Vertriebs GmbH (purchasing organization), Attn.: Kurt Jansen, Geschaeftsfuehrer, 360-364 Uerdingerstr., Krefeld. WTD 1/3/62.

### 209 Miscellaneous Foods

*Germany*

**Bees' honey.** Okusa International Corp. GmbH (importing distributor), Hohenzollernring 20, Hamburg-Altona. WTD 10/16/61.

### 220 Textile Mill Products

*Australia*

**Textiles** for ladies' blouses and underwear, and children's wear. Consolidated Exchanges (importer, manufacturer, exporter), P.O. Box 97, Haymarket, Sydney. WTD 1/22/62.

*Germany*

All sizes of **blankets** made of wool, cotton, and synthetic fibers. Daku Wolldecken-Import Dr. Paul Uhlenbrock (importing distributor), 1 Steintor, Emmerich/Rhein. WTD 1/23/62.

**Nylon voiles,** knitted **nylon fabrics,** and colored **cotton fabrics,** particularly for babies' dresses. Bekleidungsunion Harald Feilgenhauer GmbH (manufacturer), 99 Zeppelinallee, Gelsenkirchen. WTD 1/24/62.

Baby and regular size **blankets** of wool, cotton, nylon, and mohair. Jac. Meyer (importing distributor), 39 Baustr., Emmerich/Rhein. WTD 1/19/62.

**Rugs, textile floor coverings, drapery fabrics.** Direct purchase and agency. Richard Spatz (importer, exporter, wholesaler, manufacturer), P.O. Box 305, Esslingen a. Neckar. WTD 1/23/62.

*South Africa*

Soft **furnishing materials:** All types, 48 in. wide, of cotton, rayon, and newly developed fibers; dress materials of all kinds, 36 in. wide. Cleghorn & Harris, Ltd. (department store), Adderley St., Cape Town. WTD 12/21/61.

### 221 Broad Woven Fabric Mills, Cotton

*South Africa*

Plain and embossed **printed cottons** for

underwear. Elterman Agencies Pty., Ltd. (importer, commission merchant), P.O. Box 4166, 51 Buitenkant St., Cape Town. WTD 6/20/61.

**222 Broad Woven Fabric Mills, Manmade Fiber and Silk**

*Germany*

**Nylon fabrics** for petticoats; immediate offers. Fritz Joske (manufacturer's agent), 82 Bachemerstr., Koeln-Lindenthal. WTD 7/7/61.

*Hong Kong*

**Upholstery nylon fabrics** in rolls of 56 yd. in length and 54 in. in width. Direct purchase and agency. Hung Teh Trading (H.K.) Co. (importing distributor, manufacturer's agent), 712 Yu To Sang Bldg., P.O. Box 4422. WTD 8/28/61.

*Netherlands*

**Rayon linings** for handbags. N. V. Commissiehandel v/h D. Schumacher (importing distributor), 23 Joh. Vermeerstraat, Amsterdam. WTD 12/21/61.

*South Africa*

**Synthetics** for underwear. Elterman Agencies (Pty.), Ltd. (importer, commission merchant), P.O. Box 4166, 51 Buitenkant St., Cape Town. WTD 6/20/61.

**224 Narrow Fabrics, Other Smallwares Mills**

*Belgium*

All kinds of florists' **ribbons, lace,** and **novelties.** L. Hessels-Moons (manufacturer, importer, distributor), 77 Koning Albertstraat, Diest. WTD 5/18/61. Samples.★

**225 Knitwear**

*Canada*

**Hosiery** for men, women, and children. Direct purchase and agency. Park Sales Corp., Ltd. (importing distributor, manufacturer's agent), 1909 West Broadway, Vancouver 9, B.C. WTD 1/25/62.

*Germany*

Ladies' **outerwear.** Gabi-Moden Gerhard Studemund (importing distributor), Schwerinerstr. 21b, Hamburg-Rahlstedt. WTD 1/23/62.

Men's and women's **knit outerwear.** Heinz Graff (importing distributor), Opitzstr. 30, Hamburg 39. WTD 12/21/61.

Seamless ladies' **stockings,** cheapest quality, 1st choice. Wilhelm Adloff III (manufacturer's agent), 88 Bilkerallee, Duesseldorf. WTD 1/23/62.

Ladies' **underwear.** Direct purchase and agency. Intercontinentales Handelskontor, Aussenhandels GmbH (importer, exporter, manufacturer's agent), 9 Wilhemstr., Stuttgart-S. WTD 1/22/62.

**229 Miscellaneous Textile Goods**

*Australia*

**Lace** of all kinds, **towels.** Oriental Lace Co. (importer), 237 Murray St., Perth. WTD 1/18/62.

*France*

**Wool insulating and acoustical material.** Ets. Ciffreo & Bona (contractor), 2 rue Diderot, Nice. WTD 1/24/62.

**Thermic and phonic insulation products.** Direct purchase and agency. Bignand & Cie., S.A. (trader, importer), 7 avenue du Bac, La Varenne-St-Hilaire (Seine). WTD 12/21/61.

*Netherlands*

**Nonwoven fabrics** for men's and women's clothing. M. J. K. Dijkstra (importing distributor), 8 De Genestetstraat, Bilthoven. WTD 12/21/61.

**Imitation leather** for handbags. N. V. Commissiehandel v/h D. Schumacher (importing distributor), 23 Joh. Vermeerstraat, Amsterdam. WTD 12/21/61.

*Rhodesia and Nyasaland*

**Upholstery materials** for automobiles. Bulawayo Upholstering Motor (Pvt.), Ltd. (manufacturer, wholesaler, retailer), P.O. Box 752, Bulawayo, Southern Rhodesia. WTD 1/25/62.

## *World Trade Directory Reports for Sale*

Information on private foreign firms or individuals mentioned in the World Trade Leads and Investment Opportunities departments of Foreign Commerce Weekly is available to U.S. businessmen through World Trade Directory (WTD) reports.

WTD reports include such information as type of organization, sales territory, lines of goods handled, operation methods, size of business, capital, sales volume, trade and financial reputation.

These reports are available to qualified U.S. firms—or will be prepared on request—through the Commercial Intelligence Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., for $1 each. The reports also may be obtained through the Department's Field Offices.

Each request should specify the name and address of the firm or individual on which a WTD report is sought. If information on a particular firm is not on file in Washington, it will be requested from U.S. representatives abroad. To minimize delay, businessmen may authorize telegraphic request and reply, for which the Department of State will bill them direct.

**231 Men's, Youths', Boys' Suits, Coats, Overcoats**

*Germany*

U.S. Air Force surplus **pilot clothing.** Direct purchase and agency. Friebe Luftfahrtbedard (wholesaler), 65 Hauptstr., Heidelberg-Dossenheim. WTD 1/17/62.

**232 Men's, Youths', Boys' Furnishings, Work Clothing**

*Germany*

All types of men's **shirts.** Egbert ter Veen (department store), 13 Bahnhofstr., Hamm/Westphalia. WTD 1/24/62.

**233 Women's, Misses', Juniors' Outerwear**

*Germany*

Ladies' **dresses, skirts, blouses.** Egbert ter Veen (department store), 13 Bahnhofstr., Hamm/Westphalia. WTD 1/24/62.

**234 Women's, Misses', Children's, Infants' Undergarments**

*Germany*

High-quality **baby clothing** made of plastics, such as panties, bibs, diaper holders, new articles for small babies, up to age 6. Rudolf Scharnberg (importing distributor), 30 Charlottenstr., Duesseldorf. WTD 11/25/60.

Baby **textile articles** of all varieties, up to age 4. Direct purchase and agency. Heinrich Diekmann (manufacturer's agent), 24 Eintrachtstr., Ahlen/Westf. WTD 1/23/62.

Ladies' **underwear.** Direct purchase and agency. Intercontinentales Handelskontor, Aussenhandels GmbH (importer, exporter, manufacturer's agent), 9 Wilhelmstr., Stuttgart-S. WTD 1/22/62.

Children's and juveniles' **underwear.** Direct purchase and agency. Juwa-Jugendwaren-Versand GmbH (mail order house, 1 Buterlandstr., Gronau/Westf. WTD 1/17/62.

**236 Girls', Children's, Infants' Outerwear**

*Germany*

Baby **textile articles** of all varieties, up to age 4. Direct purchase and agency. Heinrich Diekmann (manufacturer's agent), 24 Eintrachstr., Ahlen/Westf. WTD 1/23/62.

Children's and juveniles' **clothing.** Direct purchase and agency. Juwa-Jugendwaren-Versand GmbH (mail order house), 1 Buterlandstr., Gronau/Westf. WTD 1/17/62.

**238 Miscellaneous Apparel, Accessories**

*Germany*

Ladies' **raincoats.** Egbert ter Veen (department store), 13 Bahnhofstr., Hamm/Westphalia. WTD 1/24/62.

**Raincoats, umbrellas.** Direct purchase

## Winter Sports Equipment Sought in Australia

The Lend Lease Corp., Ltd., 167 Kent St., Sydney, Australia, is seeking contact with manufacturers of ski lifts, snow tows, snow making machines, and related sporting equipment for a recreational project now under development.

Winter sports interest in Australia is increasing in popularity, and it has been reported that several hundred thousand pounds will be spent by the Lead Lease Corp. on only one project prior to the next winter sports season.

Suppliers are asked to contact the firm directly, and at the same time send promotional material and brochures.

and agency. Richard Spatz (importer, exporter, wholesaler, manufacturer), P.O. Box 305, Esslingen a. Neckar. WTD 1/23/62.

**Children's and juveniles' accessories.** Direct purchase and agency. Juwa-Jugendwaren-Versand GmbH (mail order house), 1 Buterlandstr., Gronau/Westf. WTD 1/17/62.

**239 Miscellaneous Fabricated Textile Products**

*Ceylon*

**Draperies and house furnishings.** Cargills (Ceylon) Ltd. (importing distributor), P.O. Box 23, York St., Fort, Colombo. WTD 7/12/61.

*Germany*

**Bed sheetings, bed sets, tablecloths.** Direct purchase and agency. Richard Spatz (importer, exporter, wholesaler, manufacturer), P.O. Box 305, Esslingen a. Neckar. WTD 1/23/62.

**Camping sleeping bags.** Jac. Meyer (importing distributor), 39 Baustr., Emmerich/Rhein. WTD 1/19/62.

**242 Sawmills, Planing Mills**

*France*

**Pine lumber** for building construction. Ets. Ciffreo & Bona (contractor), 2 rue Diderot, Nice. WTD 1/24/62.

*Germany*

**All sorts of U.S. lumber,** particularly Carolina pine, Oregon pine, and pitchpine. Direct purchase and agency. Johann Cremer GmbH & Cie. KG (importing distributor), 47 Hauptstr., Frechen bei Koeln. WTD 1/17/62.

**243 Millwork, Veneer, Plywood, and Prefabricated Structural Wood Products**

*Germany*

**Prefabricated bomb defense shelters.** Direct purchase and agency. August Brandes & Co. KG (importing distributor, manufacturer's agent), Ulmenau 25, Hamburg 22. WTD 9/29/61.

**Prefabricated houses.** Anthony A. Greenborough North American Buying and Promoting Office (manufacturer's agent), 1b Kanalstr., Bad Oeynhausen/W. WTD 7/14/61.

*Honduras*

**Prefabricated houses, ranging** from $2,000 to $15,000. Construcciones Industriales SICA, S. de R. L. (Construction firm), P.O. Box 596, San Pedro Sula, Cortes. WTD 1/9/62.

**249 Miscellaneous Wood Products**

*France*

**Thermic and phonic insulation products.** Direct purchase and agency. Bignand & Cie., S.A. (trader, importer), 7 avenue du Bac, La Varenne-St-Hilaire (Seine). WTD 12/21/61.

*South Africa*

Small **kitchen articles.** Cleghorn & Harris, Ltd. (department store), Adderley St., Cape Town. WTD 12/21/61.

**251 Household Funiture**

*Germany*

Small **furniture pieces,** such as small chairs and tables for living and recreation rooms. Direct purchase and agency. Jabe-Import Janna Bender (importer, manufacturer's agent), 62 Deutscher Ring, Koelm. WTD 1/22/62.

**Garden funiture and umbrellas.** Egbert ter Veen (department store), 13 Bahnhofstr., Hamm/Westphalia. WTD 1/24/62.

**262 Paper Mills**

*Honduras*

**Paper** for manufacture of straws. Ben Han Compania Industrial, S.A. (manufacturer), Barrio Country Club, Comayaguela, D. C. WTD 9/27/61.

**264 Converted Paper, Paperboard Products**

*France*

**Thermic and phonic insulation products.** Direct purchase and agency. Bignand & Cie., S.A. (trader, importer), 7 avenue du Bac, La Varenne-St-Hilaire (Seine). WTD 12/21/61.

*Germany*

**Stationery,** all varieties. Egbert ter Veen (department store), 13 Bahnhofstr., Hamm/Westphalia. WTD 1/24/62.

**266 Building Paper, Building Board Mills**

*France*

**Thermic and phonic insulation products.** Direct purchase and agency. Bignand & Cie., S.A. (trader, importer), 7 avenue du Bac, La Varenne-St-Hilaire (Seine). WTD 12/21/61.

**270 Printing, Publishing**

*Iran*

**Technical and educational texts and periodicals** for the engineering and medical profession, and **educational materials** for universities. Direct purchase and agency. Librairie des Lettres Francaises (importing distributor), Avenue Yousefabad, Tehran. WTD 1/18/62.

**280 Chemicals**

*Netherlands*

**Chemical raw materials** for the textile, leather, and paper industries. Handelsonderneming Chemorgana (importing distributor), 24 Achtergracht, Amsterdam. WTD 12/21/61.

**281 Industrial Chemicals**

*Germany*

**Tropic acid** and **tropinic acid,** pure or purest. Dr. Schwarz GmbH, Arzneimittelfabrik (manufacturer), 10 Fronkamp, Monheim b. Duesseldorf. WTD 3/16/61.

*Norway*

**Ethylene glycol** for anti-freeze. Alf Axelsen A/S (importing distributor, manufacturer's agent), 20 Skippergaten, Oslo. WTD 12/29/61.

*South Africa*

**Borax, pentahydrate granular,** commercial or technical grade. Gluepaste Manufacturing Co. (Pty.), Ltd. (manufacturer), 328 Voortrekker Rd., Maitland, Cape Town. WTD 12/21/61.

**282 Plastics Materials, Synthetic Resins and Rubber, Other Manmade Fibers**

*Netherlands*

**Plastics** for handbags. N. V. Commissiehandel v/h D. Schumacher (importing distributor), 23 Joh. Vermeerstraat, Amsterdam. WTD 12/21/61.

**283 Drugs**

*Ceylon*

**Drugs.** Cargills (Ceylon), Ltd. (importing distributor), P.O. Box 23, York St., Fort, Colombo. WTD 7/12/61.

*Germany*

**Pharmaceutical preparations, patent medicines.** Hirtz & Co. KG (importer, wholesaler, manufacturer), 11 Alteburger Str., Koelm a. Rh. WTD 1/22/62.

**284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics**

*Germany*

**Ladies' cosmetics,** such as hair tonics, lotions, and lipsticks. Direct purchase and agency. Joseph Pietschmann (importing distributor, manufacturer's agent), Barmbeckerstr. 191, Hamburg 39. WTD 11/30/61.

**Perfumes.** Direct purchase and agency. Intercontinentales Handelskontor, Aussenhandels GmbH (importer, exporter,

manufacturer's agent), 9 Wilhelmstr., Stuttgart-S. WTD 1/22/62.

**Cosmetics,** such as lipsticks, nail enamel, powder, and facial creams. Wilhelm Adloff III (manufacturer's agent), 88 Bilkerallee, Duesseldorf. WTD 1/23/62.

**286 Gum, Wood Chemicals**

*Norway*

**Solvents** for the paint industry. Direct purchase and agency. Bruseth & Co. A/S (importing distributor, wholesaler, manufacturer's agent), 4 Nedre Slottsgate, Oslo. WTD 9/27/61.

**289 Miscellaneous Chemical Products**

*France*

**Waterproofing products.** Direct purchase and agency. Bignand & Cie., S.A. (trader, importer), 7 avenue du Bac, La Varenne-St-Hilaire (Seine). WTD 12/21/61.

**295 Paving, Roofing Materials**

*Honduras*

**Asphalt roofing** and **waterproofing materials** for roofing. Construcciones Industriales SICA, S. de R. L. (construction firm), P.O. Box 596, San Pedro Sula, Cortes. WTD 1/9/62.

**301 Tires, Inner Tubes**

*Germany*

All types of new and used automobile **tires.** Hermann Meier (importing distributor), Billstr. 121, Hamburg 28. WTD 12/21/61.

**306 Fabricated Rubber Products**

*Germany*

All types of new and used **hose.** Hermann Meier (importing distributor), Billstr. 121, Hamburg 28. WTD 12/21/61.

New types of **rubber household goods** for kitchens, recreation rooms, and bathrooms. Direct purchase and agency. Jabe-Import Janna Bender (importer, manufacturer's agent), 62 Deutscher Ring, Koeln. WTD 1/22/62.

*Netherlands*

**Rubber cloth** for handbags. N. V. Commissiehandel v/h D. Schumacher (importing distributor), 23 Joh. Vermeerstraat, Amsterdam. WTD 12/21/61.

**307 Miscellaneous Plastics Products**

*France*

**Plastic insulating and accoustical material, plastic bathroom and floor tiling.** Ets. Ciffreo & Bonna (contractor), 2 rue Diderot, Nice. WTD 1/24/62.

**Wall Coatings:** Waterproof, cementless, based on synthetic resins for interior and exterior walls; plastic coatings to be brushed directly on cement floors; plastic wall coverings. Direct purchase and agency. Bignand & Cie., S.A. (trader, importer), 7 avenue du Bac, La Varenne-St-Hilaire (Seine). WTD 12/21/61.

*Germany*

Special **plastic insulating material** for cables and electric wires. Sueddeutsche Kabelwerke (manufacturer), 244 Waldhofstr., Mannheim. WTD 6/26/60.

New types of **plastic household goods** for kitchens, recreation rooms, and bathrooms. Direct purchase and agency. Jabe-Import Janna Bender (importer, manufacturer's agent), 62 Deutscher Ring. Koeln. WTD 1/22/62.

Baby **plastic items** of all varieties, such as toys, clothing, bibs (up to age 4), and pacifiers. Direct purchase and agency. Heinrich Diekmann (manufacturer's agent), 24 Eintrachtstr., Ahlen/Westf. WTD 1/23/62.

*Italy*

Small **plastic containers** (7 oz.), for carbonated beverages. S.I.C.A.M., S.p.A., Sorgente Appia, Via Appia Nuova 1411, Rome. WTD 12/27/61.

*Netherlands*

Small **plastic kitchenwares** for restaurants, canteens, and cafeterias. Handelsonderneming Hocares (importing distributor), 703 Oldenzaalsestraat, Enschede. WTD 12/21/61.

*South Africa*

**Plastic kitchenware.** J. L. Maister & Co., Ltd. (wholesale general merchant, importer), P.O. Box 537, Cape Town. WTD 11/21/61.

**Plastic kitchen utensils and articles.** Grand Wholesalers (Pty.), Ltd. (wholesaler), 37 Buitenkant St., P.O. Box 3308, Cape Town. WTD 12/21/61.

*Sweden*

**Plastic strip moldings, plastic pins and badges.** Direct purchase and agency. Hansa-Nordic AB (importing distributor, manufacturer's agent, wholesaler), Kristinelundsgatan 11, Goteborg. WTD 12/21/61.

**311 Leather Tanning, Finishing**

*Netherlands*

**Leather trimmings** for ladies' handbags. N. V. Schoenfabriek Embrechts en van de Geijn (manufacturer), 10 Kardinaal van Rossemstraat, Dongen (N. Br.). WTD 12/21/61.

**312 Industrial Leather Belting, Packing**

*England*

**Belts** and **belting** for machinery. Direct purchase and agency. Graton & Knight, Ltd. (manufacturer), Warwick Rd., Boreham Wood, Herts. WTD 1/29/58.

**320 Stone, Clay, Glass Products**

*France*

**Mosaics** in stoneware, enamelware, and glassware, dimensions 2 x 2 cm.; **tiles** in stoneware and earthenware, dimensions 10 x 10, 15 x 15, or 108 x 108 cm. Direct purchase and agency. Comptoir des Materiaux Reunis (C.M.R.), S.A. (trader), 19 avenue de la Republique, Bagnolet (Seine). WTD 12/21/61.

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**322 Glass, Glassware**

*France*

**Fiberglass insulating and acoustical material.** Ets. Ciffreo & Bona (contractor), 2 rue Diderot, Nice. WTD 1/24/62.

*Scotland*

**Glassware.** Glenalan, Ltd. (wholesaler, importer, exporter), GlenAlan House, 4 Park Circus, Glasgow C. 3. WTD 12/21/61.

*South Africa*

**Kitchen and oven glassware.** J. L. Maister & Co., Ltd. (wholesale general merchant, importer), P.O. Box 537, Cape Town. WTD 11/21/61.

*Spain*

**Table glassware and crystal.** Roque Monasterio, S.A. (importer, wholesaler, retailer), 5 Astarloa St., Bilbao. WTD 1/12/62.

**324 Hydraulic Cement**

*France*

**Cement,** Portland type. Comptoir du Batiment, S.A. (trader), 5 boulevard de la Petite-Vitesse, Le Mans (Sarthe). WTD 1/22/62.

**325 Structural Clay Products**

*France*

**Bathroom and floor tiling, insulating and acoustical tiling material.** Ets. Ciffreo & Bona (contractor), 2 rue Diderot, Nice. WTD 1/24/62.

**Grit pipes, ceramic tiles.** Comptoir du Batiment, S.A. (trader), 5 boulevard de la Petite-Vitesse, Le Mans (Sarthe). WTD 1/22/62.

**Ceramic tiles and mosaics; earthenware or china wall coverings.** Direct purchase and agency. Bignand & Cie., S.A. (trader, importer), 7 avenue du Bac, La Varenne-St-Hilaire (Seine). WTD 12/21/61.

**326 Pottery**

*Scotland*

**Pottery.** Glenalan, Ltd. (wholesaler, importer, exporter), GlenAlan House, 4 Park Circus, Glasgow C. 3. WTD 12/21/61.

*South Africa*

**Ceramic kitchen articles.** Cleghorn & Harris, Ltd. (department store), Adderley St., Cape Town. WTD 12/21/61.

*Spain*

**Porcelain and china tableware.** Roque Monasterio, S.A. (importer, wholesaler, retailer), 5 Astarloa St., Bilbao. WTD 1/12/62.

**327 Concrete, Gypsum, Plaster Products**

*France*

**Lime.** Comptoir du Batiment, S.A. (trader), 5 boulevard de la Petite-Vitesse, Le Mans (Sarthe). WTD 1/22/62.

*Honduras*

**Concrete.** Construcciones Industriales SICA, S. de R. L. (construction firm), P.O. Box 596, San Pedro Sula, Cortes. WTD 1/9/62.

**329 Abrasive, Asbestos, Miscellaneous Nonmetallic Mineral Products**

*Honduras*

**Mortar.** Construcciones Industriales SICA, S. de R. L. (construction firm), P.O. Box 596, San Pedro Sula, Cortes. WTD 1/9/62.

**330 Primary Metal Industries**

*France*

**Scrap metals and alloys** containing recuperable metals such as nickel, chrome, tin, cobalt, cadmium, tungsten, molybdenum, and vanadium, allied to iron or other metals, and bronze, brass, and nickel silver. A. Peberay (importer, wholesaler, sales and commission agent), 21 rue Duperre, Paris 9. WTD 12/21/61.

**331 Steel Mill Products**

*Belgium*

**Laminated merchant steel profiles:** Iron sheets and particularly concrete reinforcing bars. Ets. F. Graindorge (importer, commission merchant), 64 avenue de la Gare, Beyne-Heusay. WTD 12/21/61.

*Ceylon*

High-tensile **steel and mild steel** for manufacture of nuts and bolts. Dumbara Engineers, Ltd. (manufacturer), Kundasale. WTD 1/17/62.

*Germany*

Cold rolled **chromium nickel steel strip** (8% nickel, 18% chromium, 130 mm. x 0.5 mm.). C. Albert & Co. (manufacturer), 10 Paulstr., Wuppertal-Barmen. WTD 1/9/61.

**333 Primary Smelting, Refining of Nonferrous Metals**

*France*

Scraps or new cuttings of **aluminum.** Ets. Baudier & Fils, S.A. (manufacturer, exporter), Senecourt par Liancourt (Oise). WTD 12/21/61.

**335 Rolling, Drawing, Extruding of Nonferrous Metals**

*Brazil*

Rolled depolarized **nickel anodes,** 30 in. length, oxide type, 99% pure, 15,000 lb. Fabrica de Bicicletas Monark (manufacturer), Caixa Postal 6527, Sao Paulo. WTD 12/21/61.

*Germany*

All kinds of **aircraft cables** and **electric X-ray cables.** Sueddeutsche Kabelwerke (manufacturer), 244 Waldhofstr., Mannheim. WTD 9/26/60.

*Pakistan*

**Copper, zinc, brass and aluminum sheet, ingots, rods, wires; lead:** pure, red, litharge. Direct purchase and agency. Zenith Trading Agency (manufacturer's agent, indentor), 1 Mansa Ram St., Chamberlain Rd., Lahore. WTD 6/28/61.

**336 Nonferrous Foundries**

*Germany*

New types of **cast aluminum household items** for kitchens, recreation rooms, and bathrooms. Direct purchase and agency. Jabe-Import Janna Bender (importer, manufacturer's agent), 62 Deutscher Ring, Koeln. WTD 1/22/62.

*Netherlands*

Small **cast aluminum utensils** for restaurants, canteens, and cafeterias. Handelsonderneming Hocares (importing distributor), 703 Oldenzaalsestraat, Enschede. WTD 12/21/61.

*South Africa*

**Cast aluminum cooking utensils.** J. L. Maister & Co., Ltd. (wholesale general merchant, importer), P.O. Box 537, Cape Town. WTD 11/21/61.

*South Africa*

**Cast aluminum kitchen utensils and items.** Grand Wholesalers (Pty.), Ltd. (wholesaler), 37 Buitenkant St., P.O. Box 3308, Cape Town. WTD 12/21/61.

**342 Cutlery, Hand Tools, General Hardware**

*Netherlands*

Kitchen **hand tools** for restaurants, canteens, and cafeterias. Handelsonderneming Hocares (importing distributor), 703 Oldenzaalsestraat, Enschede. WTD 12/21/61.

*Norway*

**Hand tools** for metal and woodworking, such as hammers, saws, drills, files, and planes. Skarseth A/S (importing distributor), 51 Grenseveien, Oslo. WTD 12/15/61.

*South Africa*

**Cutlery, nonelectric can openers,** and **kitchenware.** Cleghorn & Harris, Ltd. (department store), Adderley St., Cape Town. WTD 12/21/61.

**Nonelectric can openers, cutlery items, kitchenware.** Grand Wholesalers (Pty.), Ltd. (wholesaler), 37 Buitenkant St., P.O. Box 3308, Cape Town. WTD 12/21/61.

Kitchen **hand tools** and **gadgets.** J. L. Maister & Co., Ltd. (wholesale general merchant, importer), P.O. Box 537, Cape Town. WTD 11/21/61.

**343 Heating Apparatus, Plumbing Fixtures**

*France*

**Sanitary equipment:** baths, wash basins, and toilets in enameled cast iron, white or in colors. Direct purchase and agency. Comptoir des Materiaux Reunis (C.M.R.), S.A. (trader), 19 avenue de

la Republique, Bagnolet (Seine). WTD 12/21/61.

**344 Fabricated Structural Metal Products**

*Germany*

**Prefabricated houses.** Anthony A. Greenborough North American Buying and Promoting Office (manufacturer's agent), 1b Kanalstr., Bad Oeynhausen/W. WTD 7/14/61.

**Prefabricated bomb defense shelters.** Direct purchase and agency. August Brandes & Co. KG (importing distributor, manufacturer's agent), Ulmenau 25, Hamburg 22. WTD 9/29/61.

*Honduras*

**Prefabricated houses** ranging from $2,000 to $15,000. Construcciones Industrialse SICA, S. de R. L. (construction firm), P.O. Box 596, San Pedro Sula, Cortes. WTD 1/9/62.

*Sweden*

**Emblems** and **decoration strip moldings** of anodized aluminum. Direct purchase and agency. Hansa Nordic AB (importing distributor, manufacturer's agent, wholesaler), Kristinelundsgatan 11, Goteborg. WTD 12/21/61.

**345 Screw Machine Products, and Bolts, Nuts, Screws, Rivets, Washers**

*Pakistan*

**Screws, nuts, and bolts.** Direct purchase and agency. Zenith Trading Agency (manufacturer's agent, indentor), 1 Mansa Ram St., Chamberlain Rd., Lahore. WTD 6/28/61.

**346 Metal Stampings**

*Germany*

New types of stamped and pressed **metal household articles** for kitchens, recreation rooms, and bathrooms. Direct purchase and agency. Jabe-Import Janna Bender (importer, manufacturer's agent), 62 Deutscher Ring, Koeln. WTD 1/22/62.

*Netherlands*

All types of small **utensils** for restaurants, canteens, and cafeterias. Handelsonderneming Hocares (importing distributor), 703 Oldenzaalsestraat, Enschede. WTD 12/21/61.

*South Africa*

**Cooking utensils** and **kitchenware.** J. L. Maister & Co., Ltd. (wholesale general merchant, importer), P.O. Box 537, Cape Town. WTD 11/21/61.

All sorts of small **kitchen items.** Cleghorn & Harris, Ltd. (department store), Adderley St., Cape Town. WTD 12/21/61.

Stamped and pressed **kitchen utensils.** Grand Wholesalers (Pty.), Ltd. (wholesaler), 37 Buitenkant St., P.O. Box 3308, Cape Town. WTD 12/21/61.

**351 Engines, Turbines**

*Norway*

**Outboard marine engines** for sport and pleasure craft. Maskinhuset A/S (manufacturer, importing distributor, wholesaler, retailer), Hillevaag, Stavanger. WTD 11/21/61.

## Spain Plans To Build Fisheries School

Construction of a professional school of fisheries is planned in Vigo, Spain.

It will be designed to train fishing vessels' personnel, and will include facilities for professional and technical training. A laboratory and other equipment will be installed.

The building will be four or five stories high and will occupy an area of between 3,000 and 4,000 square meters.

Requests for additional information and bidding terms may be addressed to Subsecretaria de la Marina Mercante, Ministerio de Comercio, Madrid, Spain.

**352 Farm Machinery, Equipment**

*Germany*

**Agricultural machinery and equipment** of all varieties, such as grain dryers and drainage and irrigation equipment. Direct purchase and agency. J. J. Gehler & Co. KG (importing distributor, manufacturer's agent), 9 Parkstr., Neuss/Rhein. WTD 1/24/62.

**353 Construction, Mining, and Materials Handling Machinery, Equipment**

*Australia*

**Materials handling equipment, hydraulic lifts, elevators** for building industry. Direct purchase and agency. G. H. Olding & Sons Pty., Ltd. (manufacturer), 42-50 Parramatta Rd., Glebe, Sydney. WTD 1/22/62.

*France*

**Bulldozers, cranes,** and other equipment for public work contractors. Garage Marcel Paillotet (distributor, repair shop), 63 avenue Aristide Briand, Vesoul (Haute-Saone). WTD 1/11/62.

*Germany*

**Construction machinery and equipment,** such as earthmoving machines, excavators, concrete mixers. Direct purchase and agency. J. J. Gehler & Co. KG (importing distributor, manufacturer's agent), 9 Parkstr., Neuss/Rhein. WTD 1/24/62.

*Honduras*

Used **construction machinery.** Construcciones Industriales SICA S. de R. L. (construction firm), P.O. Box 596, San Pedro Sula, Cortes. WTD 1/9/62.

*Norway*

Large **earthmoving equipment, shovels,** and **cranes.** Direct purchase and agency. A/S Norske Stalprodukter (importing distributor, manufacturer), Ths. Heftyesgate 41/50, Oslo. WTD 12/1/61.

**354 Metalworking Machinery, Equipment**

*Germany*

Special **machine tools.** Direct purchase and agency. Hahn & Kolb (wholesaler, importer, exporter, agent), 14 Koenigstr., Stuttgart. WTD 9/27/61.

**Precision tools, clamping and chucking tools, diamond tools.** Direct purchase and agency. Werner Jahn (importing distributor, manufacturer's agent), Englische Planke 8, Hamburg. WTD 12/21/61.

**355 Special Industry Machinery**

*Belgium*

**Marble- and granite-cutting tools and machinery.** Direct purchase and agency. Comptoir Commercial Meersmans, S.P.R.L. (importer, exporter, manufacturer's agent, commission merchant), 2a Emile Vander Veldestraat, Willebroek. WTD 1/22/62.

*Ceylon*

**Machinery** for manufacture of high-tensile steel nuts and bolts, sizes ¼ in., 5/16 in., ⅜ in., 7/16 in., ½ in. diameter with unified threads (British standard specifications 1768-1769); **machinery** for manufacture of mild steel engineering nuts and bolts, sizes ¼ in., ⅜ in., ½ in. diameter (British standard Whitworth 916 threads); **heat treating plant** for treating HTS nuts and bolts and blacking engineering nuts and bolts against rust; **coal gas producing plant.** Dumbara Engineers, Ltd. (manufacturer), Kundasale. WTD 1/17/62.

*India*

**Machinery** for manufacture of laminated safety glass and toughened safety glass. G. L. Kilikar (importer, retailer, exporter, wholesaler, manufacturer), No. V/1-B, New Rd., P.O. Box 7, Cochin 2. WTD 11/19/59.

*Italy*

**Machine** to wash stainless steel beverage containers of about 40-lb. capacity. SICAM, S.p.A., Sorgente Appia, (importer), Via Appia Nuova 1411, Rome. WTD 12/27/61.

*Mexico*

**Copperage machinery** for renovation of barrels, Industrias Olivareras, S.A. (producer, importer, processer), Aptdo. 230, Tijuana, Baja California. WTD 6/22/60.

*Philippines*

Used **machinery** for making plywood. Vitarich Feed Mill (Sarmiento Bros. Co.), (manufacturer), Metropolitan Theater Bldg., Plaza Lawton, P.O. Box 2542, Manila. WTD 12/7/61.

*South Africa*

**Flax decorticating machinery.** J. B. Steele and J. D. Matson (Pty.) Ltd. (manufacturer's representative), P.O. Box 130, Knysna. WTD 3/18/52.

**358 Service Industry Machines**

*Indonesia*

**Hotel equipment,** such as industrial vacuum cleaners, refrigerators, air-conditioning units, and kitchen equipment. P. T. Hotel Indonesia (Government corporation), Attn.: Peter J. Soehardjo, Head of Hotel Service Dept., Gondangdia Lama 2, Djakarta.

*Italy*

**Beverage vending machines.** S.I.C.A.M. S.p.A. Sorgente Appia (importer), Via Appia Nuova 1411, Rome. WTD 12/27/61.

**362 Electrical Industrial Apparatus**

*Germany*

**Industrial regulators and controls** for hydraulics, pneumatics, heating, and refrigeration. Herion-Werke, Fabriken fuer Regel- und Steuertechnik, Erich Herion (manufacturer, importer, exporter, wholesaler), 120 Stuttgarter Str., Fellbach bei Stuttgart. WTD 8/1/61.

**363 Household Appliances**

*Ceylon*

**Household electrical goods.** Cargills (Ceylon), Ltd. (importing distributor), P.O. Box 23, York St., Fort, Colombo. WTD 7/12/61.

*Germany*

**Electric household heating equipment, electric appliances, refrigerators.** Direct purchase and agency. Walter Vollmer (manufacturer, importer, agent), 20 Grossfeldstr., Mannheim-Nackarau. WTD 5/15/61.

*Iran*

**Butane and propane cooking ranges,** four burners with oven, clock, pilot lamp. Sutteh & Co., Ltd. (importing distributor, manufacturer's agent), 195 avenue Shah, Tehran. WTD 1/24/62.

*Japan*

**Vacuum cleaners** and other **household appliances.** Croydon Mfg. & Export Co. (Japan), Ltd. (manufacturer, exporter), P.O. Box 799, Tokyo. WTD 1/13/60.

*South Africa*

**Electrical kitchen appliances,** small. Cleghorn & Harris, Ltd. (department store), Adderley St., Cape Town. WTD 12/21/61.

**364 Electric Lighting, Wiring Equipment**

*Philippines*

**Electrical equipment,** such as switches and conduit pipes. Direct purchase and agency. Century Importers, Inc. (importing distributor and manufacturer's agent), 609 Trinity Bldg., San Luis St., Manila. WTD 6/12/61.

**365 Radio, Television Receiving Sets**

*Germany*

**Electro-acoustic equipment, phonographic equipment.** Direct purchase and agency. Walter Vollmer (manufacturer, importer, agent), 20 Grossfeldstr., Mannheim-Neckarau. WTD 5/15/61.

Small and miniature **tape recorders.** Direct purchase and agency. Elektro-Vertrieb, Paul Suckow (importing and manufacturer's agent), 1 Hauptstr., Lahr/Schwarzwald. WTD 1/16/62.

*Japan*

**Musical records.** Croydon Mfg. & Export Co. (Japan), Ltd. (manufacturer, exporter), P.O. Box 799, Tokyo. WTD 1/13/60.

**371 Motor Vehicles, Equipment**

*Brazil*

**Unmounted bodies** for inter-city buses. Viacao Alvorada Transporte e Comercio, Ltda. (broker), Rua Cadete 53, Sao Paulo. WTD 1/17/62.

*France*

**Automobile accessories, replacement and spare parts,** preferably articles suitable for trucks and other automobile vehicle from U.S. Army surpluses (1945-48). Direct purchase and agency. Sopida (wholesaler, commission merchant), 17 rue Amelie, Toulouse, Haute-Garonne. WTD 2/3/61.

*South Africa*

General **auto accessories.** Garage Suppliers (Pty.), Ltd. (importing distributor), P.O. Box 3068, Cape Town. WTD 12/21/61.

**Automotive engine bearings,** excluding roller bearings; **automotive pistons** and **piston rings.** Swissco (Cape), Ltd. (importing distributor), 19 Bree St., Cape Town. WTD 12/21/61.

**373 Ship and Boat Building, Repairing**

*Brazil*

Two 5,000-ton **cargo vessels,** buy or charter, war surplus or used. Distribuicao E Comercio, S.A. (distributor), Edificio Jornal do Comercio, 6°, sala 606, Recife. WTD 1/25/62.

**381 Engineering, Laboratory, Scientific and Research Instruments**

*Germany*

U.S. Air Force surplus **aircraft instruments.** Direct purchase and agency. Friebe Luftfahrtbedarf (wholesaler), 65 Hauptstr., Heidelberg-Dossenheim. WTD 1/17/62.

**384 Surgical, Medical, Dental Instruments, Supplies**

*Germany*

**Surgical instruments.** Direct purchase and agency. Heinrich C. Ulrich (manufacturer, wholesaler, importer, exporter, retailer), 15 Noerdlicher Muensterplatz, Ulm/Donau. WTD 1/17/62.

**Electro-medical appliances and equipment, medical dressing material and bandages.** Hirtz & Co. KG (importer, wholesaler, manufacturer), 11 Alteburger Str., Koeln a. Rh. WTD 1/22/62.

**Electro-medical apparatus.** Direct purchase and agency. Walter Vollmer (manufacturer, importer, agent), 20 Grossfeldstr., Mannheim-Neckarau. WTD 5/15/61.

*Venezuela*

**Gas masks** and **tear gas equipment** for law enforcement. Summil, S.A. (importing distributor, manufacturer's agent), Zamuro a Miseria 70, Aptdo. 4, Caracas. WTD 9/6/61.

**391 Jewelry, Silverware, Plated Ware**

*France*

**Diamonds** for jewelry. Jacques & Pierre Bloch, S.A.R.L. (importer, trader), 5 rue Drouot, Paris 9. WTD 12/21/61.

*Spain*

**Table and flatware,** especially stainless steel. Roque Monasterio, S.A. (importer, wholesaler, retailer), 5 Astarloa St., Bilbao. WTD 1/12/62.

**394 Toys, Amusements, Sporting Goods**

*Australia*

Inexpensive **wooden and rubber toys.** Oriental Lace Co. (importer), 237 Murray St., Perth. WTD 1/18/62.

*France*

**Target archery sets, bow hunting tackle, toy guns** or **pistols.** Exclusive direct purchase and agency. Ets. Lajus (manufacturer, wholesaler, exporter), avenue du Sabaou, Biarritz, Basses-Pyrenees. WTD 2/10/61.

***American exporters are urged to mark***

**United States of America**

***on external containers of goods shipped abroad***

**Senate Concurrent Resolution No. 40, adopted July 30, 1953, suggests that such marking will help to publicize American-made goods overseas.**

*Germany*

**Baby carriages and strollers.** Direct purchase and agency. Heinrich Diekmann (manufacturer's agent), 24 Eintrachstr., Ahlen/Westfalen. WTD 1/23/62.

**Wooden and plastic toys, educational toys.** Dusyma-Werkstaetten, Kurt Schiffler (importer, exporter, wholesaler, manufacturer), 83 Haubersbronnerstr., Miedelsbach nr. Schorndorf. WTD 1/23/62.

New types of **plastic toys** for babies, up to age 6. Rudolf Scharnberg (importing distributor), 30 Charlottenstr., Duesseldorf. WTD 11/25/60.

**Camping articles** of all varieties; **baby carriages and strollers; toys,** all varieties. Egbert ter Veen (department store), 13 Bahnhofstr., Hamm/Westphalia. WTD 1/24/62.

**Skin diving equipment, collapsible boats, inflatable boats.** Direct purchase and agency. Joseph Pietschmann (importing distributor, manufacturer's agent), Barmbeckerstr. 191, Hamburg 39. WTD 11/30/61.

**Ball throwing machines** and other training apparatus for tennis; **gym and playing equipment,** including trampolines. Direct purchase and agency. Konrad Herbst, Inhaber Rolf Herbst-Metallwarenfabrik (manufacturer, exporter, importer), DAG 215-Stadt Allendorf/Kreis Marburg. WTD 1/23/62.

*Sweden*

**Golf equipment.** Direct purchase and agency. Hansa-Nordic AB (importing distributor, manufacturer's agent, wholesaler), Kristinelundsgatan 11, Goteborg. WTD 12/21/61.

**395 Pens, Pencils, Other Office and Artists' Materials**

*France*

**Iridium points** for manufacture of fountain pens. Société G. Mary-Rousseliere (wholesaler, sales agent, manufacturer's agent, commission agent, exporter), 21 rue Quentin-Bauchart, Paris 8. WTD 12/21/61.

**396 Costume Jewelry, Novelties, Buttons, Miscellaneous Notions**

*Germany*

**Fleeced bed feathers.** Steppbett GmbH (manufacturer), 23 Buchenhofenerstr., Wuppertal-Vohwinkel. WTD 1/24/62.★

*Mexico*

**Costume jewelry and gifts.** Luders, S.A. (retailer), No Reelección No. 629, Aptdo. Postal 55, Cuidad Obregón, Sonora. WTD 1/30/62.

**399 Miscellaneous Manufacturing Industries**

*Australia*

All kinds of inexpensive **novelties.** Oriental Lace Co. (importer), 237 Murray St., Perth. WTD 1/18/62.

*France*

**Lighters, gift articles, souvenirs, objets d'art.** Della Torre (Office Commercial des Producteurs Artisans), S.A.R.L. (importer, trader), 8 bis et 10, rue Martel, Paris 10. WTD 12/21/61.

*Japan*

**Coin music boxes.** Croydon Mfg. & Export Co. (Japan), Ltd. (manufacturer, exporter), P.O. Box 799, Tokyo. WTD 1/13/60.

*Kenya*

**African wood carvings and curios.** Benarsi Dass Bros. (manufacturer's representative, exporter, distributor), P.O. Box 2833, Nairobi. WTD 1/10/62.

*Netherlands*

**Napkin and paper cup dispensers.** Papierindustrie B. E. Stibbe C. V. (importing distributor), 37 Voorstraat, Zwolle. WTD 12/21/61.

*Scotland*

**Handicrafts and souvenirs.** Glenalan, Ltd. (wholesaler, importer, exporter), GlenAlan House, 4 Park Circus, Glasgow C. 3. WTD 12/21/61.

## LEADS FOR AGENCIES

*Exclusive distributorship wanted only if specified.*

**012 Fruit, Tree Nut, Vegetable Farms**

*Venezuela*

**Fresh fruits.** Juan Rodriguez M. (manufacturer's agent, commission merchant), Salas a Balconcito 28, Caracas. WTD 1/10/62.

**082 Forest Nurseries, Tree Seed Gathering, Extracting**

*Germany*

**Forestry seeds and plants.** Paul Dietmar Sauter (salesman), 62 Herrenbergerstr., Nagold. WTD 1/16/62.

**200 Food**

*Belgium*

All kinds of **food,** ready packed, to be sold in supermarkets and groceries. J. Bibby & Sons (Belgium), (importer, distributor), 57 rue Capouillet, Brussels. WTD 12/21/61.

*Germany*

**Canned fruit, vegetables, meat, poultry, and frozen poultry.** Walter Meier, Handelsvertretungen (agent, commission merchant, broker), 19 Rechts der Alb, Karlsruhe/Baden. WTD 1/16/62.

**Canned foods,** all types, cereal products, special foods, and delicacies. Jakob Briechle (importer, sales agent), 48 Gemuendenerstr., Frankfurt/Main. WTD 3/11/60.

*Haiti*

All kinds of good quality **foods.** Serge-Henri Rigaud (manufacturer's agent), 41 rue du Magasin de l'Etat, Port-au-Prince. WTD 11/27/61.

*Venezuela*

**Dried fruits, canned goods, grains.** Juan Rodriguez M. (manufacturer's agent, commission merchant), Salas a Balconcito 28, Caracas. WTD 1/10/62.

**202 Dairy Products**

*Germany*

**Cheese, condensed and powdered milk, milk products.** Jakob Briechle (importer, sales agent), 48 Gemuendenerstr., Frankfurt/Main. WTD 3/11/60.

**203 Canning and Preserving Fruits, Vegetables, Sea Foods**

*France*

**Health and dietetic products.** Office Commercial Pharmaceutique S.A. (wholesaler), 71 rue du Temple, Paris 3. WTD 11/25/60.

*Norway*

**Dried fruit,** such as apricots, prunes, raisins; also packaged. W. Hvistendahl & Co. (importing distributor), 3b Prinsensgate, Oslo. WTD 11/24/61.

*Rhodesia and Nyasaland*

**Canned salmon and tuna.** John R. Lentell & Co. (manufacturer's agent), P.O. Box 2679, Salisbury, Southern Rhodesia. WTD 10/25/61.

**205 Bakery Products**

*France*

U.S. **crackers, cookies,** and related products. Biscuits Brossard (manufacturer, wholesaler, exporter), 40 boulevard Lair, Saint-Jean d'Angely, Charente-Maritime. WTD 11/29/61.

**208 Beverage Industries**

*Philippines*

**Food flavorings and extracts.** Reliance Commercial Enterprises, Inc. (importer, distributor, sales agent, exporter), Far East Bldg., Buendia Ave., Makati, Rizal. WTD 7/10/61.

**220 Textile Mill Products**

*Belgium*

All kinds of **textiles** (suitings, shirting, and sheetings) for the Congo market. Société Belgo-Congolaise Gillet & Cie. (importer, commission agent), 8 avenue de Broqueville, Brussels 15. WTD 12/21/61.

*Germany*

**Woven and worsted fabrics** for rubberworking and plastics-working industry; fashionable **cotton and synthetic fabrics** for apparel and shirt production; **imitation leather fabrics; synthetic yarns.** Franz J. Vissing (manufacturer's agent), Bugenhagenstr. 6, Hamburg 1. WTD 12/21/61.

**Drapery materials, carpets,** and **rugs.** Adolf Dickten (manufacturer's agent),

## World Cement Directory Gives Production Data

The World Cement Directory—1961, published in Sweden, lists cement plants all over the world and provides data on their production and capacity.

Firms, with addresses of head offices and plants, are listed by country. Also included is information on the number of kilns, type, method, and capacity; production of clinker and cement, brand names used locally and for export; number of employees and estimated kiln capacity at the end of 1960 and 1961.

The directory may be purchased from CEMBUREAU—The Cement Statistical and Technical Association, P.O. Box 245, Malmo, Sweden, for 75 Swedish crowns, plus postage. A copy may be reviewed in the Commercial Intelligence Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C.

53 Hofkamp, Wuppertal-Elberfeld. WTD 1/19/62.

*South Africa*

**Piece goods** for ladies' and children's wear. Grand Wholesalers (Pty.), Ltd. (wholesaler), 37 Buitenkant St., P.O. Box 3308, Cape Town. WTD 12/21/61.

Medium- and better-priced **materials** for ladies' outerwear. G. M. Agencies (Pty.), Ltd. (manufacturer's agent), 603 Zealand House, Heerengracht, P.O. Box 2675, Cape Town. WTD 1/9/62.

**221 Broad Woven Fabric Mills, Cotton**

*Australia*

**Printed cotton woven textiles** for ladies' and children's lingerie, and ladies' slacks, playsuits, and sportswear. Saxon Agencies Pty., Ltd. (manufacturer's agent), 401 Post Office Pl., Melbourne, Victoria. WTD 1/24/62.

*Guatemala*

**Cotton textiles** for ladies' clothing. Comercial Rofico Compania, Ltda. (manufacturer's agent), Aptdo. 763, 6a Avenida 12-21, Zona 1, Guatemala City. WTD 1/18/62.

**222 Broad Woven Fabric Mills, Manmade Fiber, Silk**

*Germany*

**Nylon fabrics,** solid color and printed, quilted, width 120 cm., for ladies' dressing gowns and baby articles. Export-Bureau Schenk (manufacturer's agent), 4 Bardiliweg, Stuttgart 13. WTD 10/4/61.

*South Africa*

**Synthetic blended fabrics** for men's wear, particularly suits and trousers; **fabric of polyester and acrylic fiber** blended with wool, cotton, or similar types. Van Brussel, Hodson & Co. (Pty.), Ltd. (manufacturer's agent), 340 Victoria Rd. Woodstock, Cape Town. WTD 1/18/62.

**225 Knitwear**

*Germany*

Men's and women's **outerwear.** Adolf Dickten (manufacturer's agent), 53 Hofkamp, Wuppertal-Elberfeld. WTD 1/19/62.

**Knitted baby articles,** up to age 2. C. Joosten (manufacturer's agent), 23 Manderscheiderstr., Koeln-Suelz. WTD 1/24/62.

**229 Miscellaneous Textile Goods**

*Australia*

Ladies' **lingerie trimmings:** Nylon rachel laces and lace combination trimmings, miscellaneous trimmings. Saxon Agencies Pty., Ltd. (manufacturer's agent), 401 Post Office Pl., Melbourne, Victoria. WTD 1/24/62.

**230 Apparel**

*Belgium*

**Wearing apparel** for men, women, and children for the Congo market. Société Belgo-Congolaise Gillet & Cie. (importer, commission agent), 8 avenue de Broqueville, Brussels 15. WTD 12/21/61.

*Germany*

Men's and women's **outerwear.** Adolf Dickten (manufacturer's agent), 53 Hofkamp, Wuppertal-Elberfeld. WTD 1/19/62.

**233 Women's, Misses', Juniors' Outerwear**

*South Africa*

Ladies' **outerwear,** medium- and better-price range. G. M. Agencies (Pty.), Ltd. (manufacturer's agent), 603 Zealand House, Heerengracht, P.O. Box 2675, Cape Town. WTD 1/9/62.

**234 Women's, Misses', Children's, Infants' Undergarments**

*Germany*

**Baby panties,** pure silk, high-quality. Johannes Mueller (manufacturer's agent), 36 Weichselstr., Essen/Ruhr. WTD 1/22/62.

**Baby undergarments,** up to age 2. C. Joosten (manufacturer's agent), 23 Manderscheiderstr., Koeln-Suelz. WTD 1/24/62.

**Underwear** for children from 4 to 10 years. Anthony A. Greenborough, North American Buying and Promoting Office (manufacturer's agent), 1b Kanalstr., Bad Oeynhausen/W. WTD 7/14/61.

**236 Girls', Children's, Infants' Outerwear**

*Germany*

**Outerwear** for children from 4 to 10 years. Anthony A. Greenborough, North American Buying and Promoting Office (manufacturer's agent), 1b Kanalstr., Bad Oeynhausen/W. WTD 7/14/61.

**Baby outerwear,** up to age 2. C. Joosten (manufacturer's agent), 23 Manderscheiderstr., Koeln-Suelz. WTD 1/24/62.

**238 Miscellaneous Apparel, Accessories**

*Belgium*

**Rainwear** for men, women, and children. Continental Waterproof (importer, manufacturer), 23 rue Philippe de Champagne, Brussels. WTD 1/24/62.

**251 Household Furniture**

*Germany*

**Camping and garden furniture** of aluminum. Peter Jos. Schiffer (importer, exporter, manufacturer's agent), 42 Konzenstr., Moenchengladbach. WTD 5/16/61.

**Garden furniture,** such as aluminum folding chairs, Hollywood couches, and garden shades. Adolf Dickten (manufacturer's agent), 53 Hofkamp, Wuppertal-Elberfeld. WTD 1/19/62.

**262 Paper Mills**

*Honduras*

**Newsprint.** Papeleria e Imprenta Calderon, S. de R. L. (printer, wholesaler, retailer), Aptdo. 9, Tegucigalpa. WTD 2/26/60.

**264 Converted Paper, Paperboard Products**

*Germany*

**Towels, toilet paper, embossed and printed napkins, cellulose napkins** for hotels and restaurants. Felix Kadecki (sales agent), 12 Erligheimer Str., Stuttgart-Zuffenhausen. WTD 1/22/62.

*Netherlands Antilles*

**Paper cups, plates, saucers,** for use in snackbars, restaurants, and hotels. Universal Trading, Ltd. (importer, retailer, wholesaler, commission merchant), De Rouvilleweg 51, Curacao. WTD 6/16/54.

**280 Chemicals**

*Norway*

**Chemicals** for the paint industry and the paper industry, such as defoamers, synthetic resins, gum and wood chemicals, pigments, and carbon black. Nils Solberg A/S (manufacturer's agent), 3 Tollbugaten, Oslo. WTD 7/19/60.

**281 Industrial Chemicals**

*Germany*

Heavy and fine **industry chemicals.** Holler & Co. (manufacturer's agent), Ballidamm 13, Hamburg 1. WTD 12/21/61.

**283 Drugs**

*Germany*

**Veterinary medicines.** J. F. Werth (manufacturer's agent) 2 Kirchplatz,

Heiligenhaus Bez. Duesseldorf. WTD 1/22/62.

**284 Soap, Detergents and Cleaning Preparations, Perfumes, Cosmetics**

*Belgium*

**Perfumery and toilet preparations;** all kinds of products used by beauty parlors and hairdressers. Roger Bourguignon (agent), 41 rue Stanley, Brussels. WTD 1/22/62.

**Hair tints** or **color treatments.** Exclusive agency. Richard Henry (importer), 18 avenue J. B. Charlier, Hoeilaart. WTD 12/21/61.

*Germany*

**Cosmetics, soap,** and **toilet articles** for men. Exclusive agency. Eris-Erwin Isermann—Parfuemeriefabrik (manufacturer), P.O. Box 4402, Bielefeld. WTD 9/13/61.

**307 Miscellaneous Plastics Products**

*Germany*

**Technical plastics** of first rate basic material of 250° heat resistance, primarily plastic hose pipes for machine, automobile, and chemical industries. Paul Miessner, Werksvertretungen (manufacturer's agent), 46 Sohnstr., Duesseldorf. WTD 8/28/61.

**311 Leather Tanning, Finishing**

*Belgium*

**Leather** and **skins.** Ets. Van Cangh-Dubocquet (importer), 243 avenue Albert, Forest-Brussels. WTD 12/21/61.

**314 Footwear**

*Belgium*

Men's, women's, and children's **shoes** and **sandals** for the Congo market. Société Belgo-Congolaise Gillet & Cie. (importer, commission agent), 8 avenue de Broqueville, Brussels 15. WTD 12/21/61.

**317 Handbags, Other Personal Leather Goods**

*South Africa*

**Leather goods items** for gifts. Alfred Winter (indent agent, manufacturer's representative), 201-203 Detroit House, 73 Castle St., Cape Town. WTD 10/23/61.

**322 Glass, Glassware**

*Germany*

**Glass** for the building industry. Egon Karl Walz (manufacturer, wholesaler), Ispringen near Pforzheim/Baden, Industriegelaende. WTD 1/17/62.

*South Africa*

**Gift glassware.** Alfred Winter (indent agent, manufacturer's representative), 201-203 Detroit House, 73 Castle St., Cape Town. WTD 10/23/61.

**326 Pottery**

*Germany*

Modern **ceramic building materials.** Egon Karl Walz (manufacturer, wholesaler), Ispringen near Pforzheim/Baden, Industriegelaende. WTD 1/17/62.

*South Africa*

**Gift earthenware.** Alfred Winter (indent agent, manufacturer's representative), 201-203 Detroit House, 73 Castle St., Cape Town. WTD 10/23/61.

**336 Nonferrous Foundries**

*Germany*

New types of **household utensils** of cast aluminum. J. F. Werth (manufacturer's agent), 2 Kirchplatz, Heiligenhaus Bez. Duesseldorf. WTD 1/22/62.

**342 Cutlery, Hand Tools, General Hardware**

*Germany*

New types of **household utensils and items,** such as cork screws, cutlery, electrical scissors. J. F. Werth (manufacturer's agent), 2 Kirchplatz, Heiligenhaus Bez. Duesseldorf. WTD 1/22/62.

*Rhodesia and Nyasaland*

**Hand tools.** Syco Agencies, Ltd. (manufacturer's agent), P.O. Box 1241, Kitwe, Northern Rhodesia. WTD 12/21/61.

**346 Metal Stampings**

*Belgium*

All kinds of **enamelware,** such as buckets and washbasins, for the Congo market. Société Belgo-Congolaise Gillet et Cie. (importer, commission agent), 8 avenue de Broqueville, Brussels, 15. WTD 12/21/61.

*Germany*

New types of stamped and pressed **metal household utensils.** J. F. Werth (manufacturer's agent), 2 Kirchplatz, Heiligenhaus Bez. Duesseldorf. WTD 1/22/62.

*South Africa*

Small **houseware articles** suitable for gifts. Alfred Winter (indent agent, manufacturer's representative), 201-203 Detroit House, 73 Castle St., Cape Town. WTD 10/23/61.

**349 Miscellaneous Fabricated Metal Products**

*France*

All types of industrial and water supply **brass-foundry devices** such as valves, in bronze, cast-iron, and steel. Anciens Ets. Lesaffre & Bataille, S.A.R.L. (manufacturer), rue du 14 juillet, Lens (Pas-de-Calais). WTD 12/21/61.

**352 Farm Machinery, Equipment**

*Belgium*

**Agricultural cranes, excavators,** and **hoists.** Les Usines Metallurgiques de Frizet, S.A. (manufacturer, exporter), Chaussee de Perwez, St. Marc (Namur). WTD 9/27/61.

*Rhodesia and Nyasaland*

**Farming equipment** and accessories. Syco Agencies, Ltd. (manufacturer's agent), P.O. Box 1241, Kitwe, Northern Rhodesia. WTD 12/21/61.

**353 Construction, Mining, Materials Handling Machinery, Equipment**

*Belgium*

**Industrial cranes, excavators,** and **hoists.** Les Usines Metallurgiques de Frizet, S.A. (manufacturer, exporter), Chaussee de Perwez, St. Marc (Namur). WTD 9/27/61.

*Norway*

**Deck winches and cranes** (steam and electric), 3-20 tons for ships. Johan Troye A/S Agenturforretning (manufacturer's agent), 221 Strandgaten, Bergen. WTD 12/30/59.

*Rhodesia and Nyasaland*

**Mining and industrial equipment** and accessories. Syco Agencies, Ltd. (manufacturer's agent), P.O. Box 1241, Kitwe, Northern Rhodesia WTD 12/21/61.

**354 Metalworking Machinery, Equipment**

*Germany*

**Machine tools** and **industrial supplies.** Vogt Werkzeugmaschinen-Industriebedarf (importer, exporter, wholesaler), 1 Humboldstr., Karlsruhe/Baden. WTD 1/16/62.

*Germany*

**Cutting tools,** such as machine tools, drills, milling cutters, hard tipped lathe tools, and industrial supplies. Michael Rilling KG (importer, whoesaler, exporter, commission merchant, sales agent), 13/15 Enzstr., Pforzheim/Baden. WTD 1/16/62.

**355 Special Industry Machinery**

*Belgium*

**Files for pharmaceutical vials** (for use with European type glass ampoules where neck is filed to permit snapping off top for use of the pharmaceutical. Ets. Albert Ravet (importer, agent), 24 rue Ramoux, Liege. WTD 1/23/62.

*France*

All types of **machinery** for the confectionery industry. Exclusive agency with financial responsibility. Iranex, S.A. (importer, exporter), 4 rue Frederic-Passy, Neuilly-sur-Seine (Seine). WTD 12/21/61.

**356 General Industrial Machinery, Equipment**

*Belgium*

High precision **universal joints** with needle bearings. Exclusive agency. Ets. Guy Huygens (importer, distributor, agent), 28 rue de Paris, Brussels. WTD 10/16/61. Picture.★

*Germany*

**Packing machines** for consumer goods.

J. F. Werth (manufacturer's agent), 2 Kirchplatz, Heiligenhaus, Bez. Duesseldorf. WTD 1/22/62.

**Hydraulic machines** for use by railways, defense forces, and machine construction industry. Walter Seidel, Kugellager-Grosshandlung (manufacturer's agent), 61 Venloer Str., Koeln a. Rh. WTD 1/19/62.

*Netherlands*

**Proportioning-metering pumps**, self-priming **contracting pumps, gravel-sand pumps, pumps** for laboratory use and chemical industry; high pressure **agricultural pumps**, submersible **hydraulic pumps and motors**, allied equipment. Handel Maatschappij Schulte & Co. N.V. (importer, sales agent), 1 Laurens Costerplein. WTD 3/6/59.

### 357 Office, Computing, Accounting Machines

*Germany*

**Office machinery**, such as typewriters, bookkeeping machines, calculating machines, and postage meters. J. F. Werth (manufacturer's agent), 2 Kirchplatz, Heiligenhaus Bez. Duesseldorf. WTD 1/22/62.

**Bookkeeping machines, reproduction and addressing machines, punchcard machines.** Ruf-Buchhaltung, Hegnauer & Heilmann (manufacturer, retailer, manufacturer's agent), 77a Rheinstr., Karlsruhe. WTD 1/17/62.

Modern **accounting machines** and small new types of U.S.-made **dictaphones.** Erich Ortloff (importer, retailer, wholesaler), 4 Zeppelinstr., Koeln a. Rh. WTD 7/11/61.

### 358 Service Industry Machines

*Liberia*

Automatic, coin-operated **vending machines** for coffee, cigarettes, bottled soft drinks, candy (self-contained cooling if possible). Sample Liberian coins of slightly smaller dimensions than U.S. coins of same denomination available from firm. Swedish Agencies Co., Ltd., SALCO (importing distributor, manufacturer's agent), P.O. Box 506, Monrovia. WTD 1/15/62.

### 361 Electric Transmission, Distribution Equipment

*Germany*

**Testing instruments and equipment** for the iron and steel processing industries. J. F. Werth (manufacturer's agent), 2 Kirchplatz, Heiligenhaus Bez. Duesseldorf. WTD 1/22/62.

**Relays, switches, transistors, magnets, resistors and potentiometers.** Klaus Gogol —Industrievertretungen (sales agent), 65 Graefstr., Frankfurt/Main. WTD 12/21/61.


***A Reminder . . .***

to all U.S. manufacturers and exporters with representatives abroad that your cooperation in

**OPERATION AGENCY INDEX**

will help put prospective foreign buyers in prompt touch with local sources of supply for your products.

• *A copy of form FC-30 should be filled out for each of your agents, distributors, and licensees in each foreign country. In listing your foreign representatives, please use their street addresses instead of post office box numbers.*

***INFORMATION AND FORMS*** **are available from the United States Department of Commerce Field Office in your area or from the Commercial Intelligence Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C.**


*Italy*

**Electric and electronic measuring and controlling instruments.** Ing. Ugo de Lorenzo & Co. (importing distributor), Viale Beatrice d'Este 45, Milan. WTD 1/19/62.

*Liberia*

**Step-up transformers** for use with office machines, 110-v., 60-a.c. Swedish Agencies Co., Ltd., SALCO, P.O. Box 506, Monrovia. WTD 1/15/62.

*Netherlands*

**Volt and ampere meters,** also **milli- and micro-volt and ampere meters.** Technisch Bureau J. Th. van Reysen (importer, wholesaler), 214 Gasthuislaan, Delft. WTD 6/27/61.

### 362 Electrical Industrial Apparatus

*Australia*

**Electron beam welding equipment.** Rockley Machinery Co. Pty., Ltd. (importer, retailer), 642 Harris St., Sydney. WTD 10/4/61.

*Germany*

**Electric control installations** and component parts for industrial machinery of all varieties. Walter Strunk (electrical specialist), 47 Elisabethstr., Duesseldorf. WTD 1/16/62.

### 363 Household Appliances

*Australia*

**Household appliances and novelties.** Exclusive agency. Hec. D. Wilson Agencies (manufacturer's representative), 22 Dover Rd., Rose Bay, Sydney. WTD 1/15/62.

*Germany*

New types of **household utensils and appliances,** such as electrical can openers. J. F. Werth (manufacturer's agent), 2 Kirchplatz, Heiligenhaus Bez. Duesseldorf. WTD 1/22/62.

**Washing machines,** other **electric appliances.** Elektro-Vertrieb, Paul Suckow (importing and manufacturer's agent), 1 Hauptstr., Lahr/Schwarzwald. WTD 1/16/62.

### 365 Radio, Television Receiving Sets

*France*

**Radio and television sets.** Société Generale d'Importation et d'Exportation Rethore Freres (importer, exporter, wholesaler, manufacturer's agent), Magnac-Lavalette, Charente. WTD 12/21/61.

### 366 Communication Equipment

*France*

**Telephone equipment:** Amplifying telephonic devices, time signal clocks for telephones. Les Deux Lions de Sevres, S.A. (trader), 23 rue du Champ de l'Alouette, Paris 13. WTD 1/12/61.

*Germany*

**High frequency and telecommunication equipment** and component parts.

Walter Strunk (electrical specialist), 47 Elisabethstr., Duesseldorf. WTD 1/16/62.

**367 Electronic Components, Accessories**

***France***

**Radio and television components,** principally transistors of all types. Société Generale d'Importation et d'Exportation Rethore Freres (importer, exporter, wholesaler, manufacturer's agent), Magnac-Lavalette, Charente. WTD 12/21/61.

***Netherlands***

**Carbon resistors, valve holders,** other **electronic components.** Technisch Bureau J. Th. van Reysen (importer, wholesaler), 214 Gasthuislaan, Delft. WTD 6/27/61.

**371 Motor Vehicles, Equipment**

***France***

**Automobiles** and **trucks.** Sacam-Alsace (manufacturer's agent), 11 rue du Marechal Lefebvre, Strasbourg-Meinau (Bas-Rhin). WTD 1/11/62.

***Italy***

**Automobile and tractor spare parts** and accessories. Elie Sasson (importing distributor), Viale Certosa 1, Milan. WTD 1/19/62.

***Philippines***

**Automotive spare parts.** Benitez & Co., Inc. (importing distributor, manufacturer's agent, exporter), Puyat Bldg., Escolta St., P.O. Box 1161, Manila. WTD 2/3/54.

**381 Engineering, Laboratory, Scientific and Research Instruments**

***Australia***

**Scintillation counting systems.** Siemens Henley Pty., Ltd. (electrical engineer), 34 Whiting St., Artarmon, N.S.W. WTD 12/21/61.

***Germany***

**Ice machine** producing corned ice (small ice balls) for use in chemical laboratories. Ernst Leidecker (sales agent), 38 Bleichstr., Frankfurt/Main. WTD 12/21/61.

**383 Optical Instruments, Lenses**

***Australia***

**Spectrometers.** Siemens Henley Pty., Ltd. (electrical engineer), 34 Whiting St., Artarmon, N.S.W. WTD 12/21/61.

**384 Surgical, Medical, Dental Instruments, Supplies**

***France***

**Medical accessories** and miscellaneous articles that would be sold in pharmacies and small shops. Office Commercial Pharmaceutique, S.A. (wholesaler), 71 rue du Temple, Paris 3. WTD 11/25/60.

**386 Photographic Equipment, Supplies**

***Australia***

**Photographic equipment:** 35 mm. projectors (manual or automatic), slide viewers, exposure meters, cameras. D. H. A. (Queensland) Pty., Ltd. (importing distributor), 405-423 Montague Rd., West End, Brisbane. WTD 2/13/59.

***France***

**Photographic equipment and supplies.** Office Commercial Pharmaceutique, S.A. (wholesaler), 71 rue du Temple, Paris 3. WTD 11/25/60.

***Germany***

**Photocopying apparatuses** operating on a dry basis with electrostatic support. Hans Krieger GmbH (manufacturer's agent), 7 Alt-Pempelfort, Duesseldorf. WTD 7/11/61.

**391 Jewelry, Silverware, Plated Ware**

***France***

**Toilet articles.** Office Commercial Pharmaceutique, S.A. (wholesaler), 71 rue du Temple, Paris 3. WTD 11/25/60.

**394 Toys, Amusements, Sporting Goods**

***Australia***

**Toys** and teenagers' **hobby gadgets.** Exclusive agency. Hec. D. Wilson Agencies (manufacturer's representative), 22 Dover Rd., Rose Bay, Sydney. WTD 1/15/62.

**396 Costume Jewelry, Novelties, Buttons, Miscellaneous Notions**

***France***

**Metal costume jewelry,** cufflinks. Exclusive agency. Delajoux & Cie., S.A. (manufacturer, trader, importer), 62 rue Beaubourg, Paris 3. WTD 12/21/61.

***Venezuela***

**Costume jewelry.** Juan Rodriguez M. (manufacturer's agent, commission merchant), Aptdo. 6958, Salas a Balconcito 28, Caracas. WTD 1/10/62.

**399 Miscellaneous Manufacturing Industries**

***Belgium***

**Material and accessories** used in beauty parlors. Roger Bourguignon (agent), 41 rue Stanley, Brussels. WTD 1/22/62.

***France***

**Toilet articles** and other articles to be sold in pharmacies and small shops. Office Commercial Pharmaceutique, S.A. (wholesaler), 71 rue du Temple, Paris 3. WTD 11/25/60.

***Venezuela***

**Party tricks, decorations, novelties.** Juan Rodriguez M. (manufacturer's agent, commission merchant), Aptdo. 6958, Salas a Balconcito 28, Caracas. WTD 1/10/62.

## LEADS FOR IMPORTERS

*Commodities are offered direct unless specified.*

**196 Small Arms Amunition**

***Turkey***

Small caliber **gun ammunition** to buyer's requirement and specifications. Direct or through agents. Baskurt Madeni Esya Fabrikasi, Ltd., Ort., (manufacturer), Maltepe Caddesi 36, Topkapi, Istanbul. WTD 1/22/62.

**203 Canned Specialties**

***France***

**Tomato paste** (double concentrate, 28% minimum) in tin cans of 1 lb., 15 oz. 4/4 or of 10 lb., 1 oz., net weight; **canned French beans,** Haricots Verts Extra Fins. Very good quality. Large quantities. Direct or through agents. Larroche Freres, (processor, packer, wholesaler, and exporter), 12 Allees Lamartine, Villeneuve-sur-Lot, Lot-et-Garonne. WTD 1/24/62. Sample of label for tomato paste can.★

**208 Beverage Industries**

***Spain***

**Almond butter,** made of Spanish almonds and sugar, used as drink or on bread. A No. 1 quality; 1,000 cases containing 48 cans each month. Direct or through agents. Xanco, (exporter), P.O. Box 158, Bailen, 2, Barcelona. WTD 10/16/61.

**223 Broadwoven Fabrics, Wool**

***Argentina***

**Woolen yarns and fabrics,** pure wool. Yarns up to 900,000 kilos; fabrics up to 1 million meters. Direct or through agents. Iva, S.A., (Indústrias Varias Argentinas, Sociedad Anónima), (manufacturer), Avenida Marquez s/n José León Suarez, Pcia. de Buenos Aires. WTD 1/23/62.

**229 Miscellaneous Textile Goods**

***Brazil***

**China grass** (ramie) for textile use. Class B, Type 2. At least 100 tons a year. Direct or through agents. Sociedade Comercial Importadora e Exportadora Matex, Ltd. (export merchant, broker), Rua Turiassu 860/876, Sao Paulo. WTD 1/17/62.

***India***

**Rayon waste materials,** Grade I, clean; Grade II, mixed; Grade III, oily. Ten metric tons. Western India Business Corp. (exporter), 298 Bazar Gate St., City Ice Bldgs., Bombay 1. WTD 9/22/59.

**238 Miscellaneous Apparel, Accessories**

*Germany*

**Foundation garments, brassieres, bust pads; ladies' swimming suits.** Direct or through agents. Intercontinentales Handelskontor, Aussenhandels-GmbH (exporter, importer and manufacturer's agent), 9 Wilhelmstrasse, Stuttgart-S. WTD 1/22/62.

**242 Sawmill, Planing Mills**

*Guatemala*

**Soft and hard woods, lignum vitae, Honduras mahogany, cedar, and pine.** Direct or through mill agents and brokers. Carlos E. Maselli R. e Hijos. (supplier), 8a Calle 9-41, Zona 1, Pasaje Savoy No. 13, Guatemala City, C.A. WTD 1/9/62.

**307 Miscellaneous Plastic Products**

*Belgium*

**Artificial plastic flowers.** All quantities. L. Hessels-Moons (manufacturer), 77 Koning Albertstraat, Diest. WTD 5/18/61.

**336 Brass, Bronze, Copper Castings**

*Thailand*

**Bronze dinnerware** of various types of fine workmanship. First quality. Direct or through agents. Rode Prasit, Ltd. Partnership (manufacturer and export merchant), 1340 Songwad Rd., Bangkok. WTD 7/31/61.

**342 Cutlery**

*Turkey*

**Stainless steel and tin plated cutlery** of different sizes and designs. Baskurt Madeni Esya Fabrikasi, Ltd., Ort (manufacturer), Maltepe Caddesi 36, Topkapi, Istanbul. WTD 1/22/62.

**355 Special Industry Machinery**

*Belgium*

**Four side planer,** with front and side planing device. Superior quality. Comptoir Commercial Meersmans, S.P.R.L. (exporter, importer, commission merchant, manufacturer's agent), 2a Emile Vander Veldestraat, Willebroek. WTD 1/22/62.

**367 Electronic Components, Accessories**

*Japan*

**Transistorized moisture alarm** for use on baby; **music phono; sterilizer for telephone; transistor radios; magnetizer; cardiograph; auto alarm; transistorized hearing aid.** Direct or through agents. Croyden Mfg. & Export Co. (Japan), Ltd., (manufacturer), C.P.O. Box 799, Tokyo. WTD 1/13/60.

**394 Games, Toys, Sporting Goods**

*Germany*

**Wooden and plastic toys; educational toys.** Dusyma-Werkstaetten, Kurt Schiffler (importer, exporter, wholesaler, manufacturer), 83 Haubersbronnerstrasse, Miedelsbach nr. Schorndorf. WTD 1/23/62.

**Ski-bobsled.** Good quality. Direct or through agents. Konrad Herbst, Inhaber Rudolf Herbst—Metallwarenfabrik (manufacturer, importer, exporter), DAG 215, Stadt Allendorf/Kreis Marburg/Lahn. WTD 1/24/62.

**396 Costume Jewelry, Buttons**

*Germany*

**Wrist watch bands,** made of synthetic fiber. Direct or through agents. Intercontinentales Handelskontor, Aussenhandels-GmbH (importer, exporter and manufacturer's agent), 9 Wilhelmstrasse, Stuttgart. WTD 1/22/62.

*Japan*

**Polyester and acrylic pearl buttons,** plastic (urea resin), shell. **Leather, metal buttons,** and **buckles.** Direct or through agents. H. Kurisu & Co., Ltd. (exporter, manufacturer), 68 Tanimachi 9-Chome, Minami-ku, Osaka. WTD 3/22/61.

**399 Miscellaneous Manufacturing Industries**

*France*

**Sponges** for beauty care. Highest quality, 3 in. diameter. Unlimited quantities. Direct or through agents. Institut Francais D'Algologie, I.F.A. (manufacturer, exporter, wholesaler), avenue Salvator, Golfe Juan. WTD 1/24/62.

## FOREIGN VISITORS

***Scheduled arrival dates and U.S. addresses indicated.***

**Australia**

Z. Nebenzahl, representing Paul Ditisheim Pty., Ltd., 63 Castlereagh St., Sydney, interested in direct purchase of high-quality **fancy goods, jewelry,** and **novelties.** Latter part of February or early March, via New York, for 2 weeks; c/o Roosevelt Hotel, Madison Ave. & 45th St., New York, N.Y. Itinerary: New York, Chicago, Providence (R.I.), and Los Angeles.

John C. Segal, representing Nolan Shannon (W.A.) Pty., Ltd. and Associated Companies, 334 Beaufort St., Perth, interested in purchasing **furnishing fabrics, carpets, furniture,** and allied products. Mar. 1 via New York for 1 month; c/o Manufacturers Trust Co., 55 Broad St., New York 15, N.Y. Itinerary: New York, High Point (N.C.), Chicago, Grand Rapids, Los Angeles, and San Francisco.

Arthur J. Henshaw, representing N.V. Appleton Pty., Ltd., G.P.O. Box 715K, Brisbane, Queensland, interested in obtaining information on residential, commercial and industrial **construction trends,** particularly as regards architectural steel work, prefabricated steel, and aluminum buildings. Mr. Henshaw is technical overseas representative for the Australian firm. Sometime in March, via New York, for 2 weeks; c/o Australian Trade Commissioner, 636 Fifth Ave., New York, N.Y. Itinerary: New York and San Francisco.

John Gandel, representing Sussan Lingerie Pty., Ltd., 178 Collins St., Melbourne, Victoria, interested in contacting **retail specialty chain stores** and **packaging manufacturers.** Feb. 25 via San Francisco for 2 weeks; c/o The National Cash Register Co., Dayton, Ohio. Itinerary: Los Angeles, Dayton, and New York.

**Belgium**

A group of Belgian businessmen, sponsored by the Junior Chamber of Commerce in Belgium, is scheduled to visit the United States Mar. 9-26 to establish **trading connections** between local firms and U.S. manufacturers and exporters.

Members of the group include Mr. Deslandes, representing Firme Chaffoteaux et Maury, 49 rue de Veeweyde, Brussels; Jacques Wolf, representing S.A. Etablissements Wolf Zondervan, 225 avenue de la Couronne, Brussels 5; Christian Saey, representing Firme Util, 404-414 avenue van Volxem, Brussels 10; Mr. Robert, representing Etablissements Henry Robert S.p.r.L., 53 rue d'Angleterre, Brussels; Mr. Dewaet, 650 chaussee de Waterloo, Brussels; Andre Rensonnet, representing Firme O.C.P., 43 rue Ten Bosch, Brussels; Mr. Ville, representing Firme Batiments et Ponts, 243 chaussee de Vleurgat, Brussels; Count de Limburg Stirum, representing Firme Batiments et Ponts, 243 chaussee de Vleurgat, Brussels; Edouard Angenot, 18 rue des Champs Elysees, Brussels 5; J. Ledrazal, representing "Chez la Bretonne" Specialties francaises, 13 Passage International Rogier, Brussels 1; Mr. Dagnelie, representing S.A. Pennel & Flipo, 45 avenue Belair, Brussels 18; Christian Wellens, representing Raes & Cie—also president de la Chambre de Commerce de Bruxeles—Section Junior, 22 a rue Royale, Brussels; Cabeke Jeannot, representing Peintures & Vernis, 3 rue Docteur de Mersman, Brussels 4. Itinerary: New York, Detroit, Chicago, Cleveland, and Washington, D.C.

**Brazil**

David Bendiner, Rua Constante Ramos 110 apt. 601, Copacabana, Rio de Janeiro, Estado da Guanabara, interested in getting in touch with U.S. manufacturers of men's **underwear** to discuss possibilities of manufacturing such products in Brazil under joint venture or agency arrangement. Also seeks technical information for manufacture of men's underwear. Mar. 1 via New York for 1 month; c/o Norman Benjamin, 111-15 66th Rd., Forest Hills, N.Y. Itinerary: New York.

**France**

Gilbert Meurgue, 19 bis boulevard de Montmorency, Paris 16eme, interested in getting in touch with U.S. firms engaged in the **packaging field**; also seeks technical and economic information on all aspects of packaging. Feb. 10 via New York approximately 2½ months; c/o U.S. Department of Commerce Field Offices on itinerary: New York; Wayne and Philadelphia (Pa.); Rockaway and Saddle Brook (N.J.); Jacksonville; Atlanta; Louisville; Cincinnati; Chicago and Waukegan (Ill.); Madison (Wis.); Emeryville, Millbrae, Los Angeles, and Fullerton (Calif.).

**Germany**

Dr. Wolfgang E. Witzl, representing his own firm (import-export company, Dr. Wolfgang E. Witzl and Lederwaren Witzl), 37 Seulbergerstrasse, Frankfurt/Main, interested in establishing business connections with U.S. firms wishing to export to Germany and/or Austria, particularly **technical articles** such as tools, machine tools, semi-finished goods; parts for motor vehicles and aircraft; electronic and communication equipment; consumer goods, novelties, and toys. Also seeks technical information. Feb. 8 via New York for 1 month; c/o Lawrence W. Snell, 17 Joline Rd., Franklin Park, N.J., and Frank S. Dean, 1710 Powell St., Norristown, Pa. Itinerary: New York, Boston, Buffalo, Cleveland, Detroit, Chicago, Milwaukee, St. Louis, Indianapolis, Columbus, Cincinnati, Pittsburgh, Washington, D.C., Baltimore, Philadelphia, San Francisco, and Los Angeles.

**India**

Hasmukh C. Mody, representing Ashwin Brothers Corp., 29 Fort St., Bombay 1, interested in purchasing **machinery** for manufacturing nylon and polypropelene monofilaments and polyster film and sheets; also to negotiate for machinery required for manufacturing tabulating Manila paper. Feb. 10 via New York for 1 month; c/o Indian Consulate General, 3 E. 64th St., New York, N.Y. Itinerary: New York, Philadelphia, Akron, Rochester, Fords (N.J.), and Hudson Falls (N.Y.).

**India**

S. Raja Singh, representing Delta Products Corp. (India), 3 Modi Chambers, French Bridge, Bombay 4, seeks collaboration for the manufacture in India of **clutch plates, brake linings** and **clutch facings** or **tie rod ends**; also technical information. Feb. 15 via New York for 3 weeks; c/o Gerhard & Hey Co. Inc., 44 Whitehall St., New York, N.Y. Itinerary: New York, Boston, and York, Pa.

**Italy**

Dr. Giorgio Piacentini, representing Calzaturificio Zenith, 84 Via Caldirolo, Ferrara, interested in getting in touch with manufacturers of high quality men's and boys' **shoes**; also interested in further developing its business in the United States and appointing an agent. Feb. 8 via New York for 2 month; c/o Sheraton Park Hotel, 202 W. 56th St., New York, N.Y. Itinerary: New York, Miami, San Francisco, Los Angeles, Chicago, and Dallas.

**Pakistan**

Mohammed Iqbal, representing H. Ghulam Mohammed & Brothers and G.M. Fisheries, Ltd., Elphinstone St., Karachi, interested in importing **general merchandise**, such as cosmetics, toiletries, thermos, crockery, haberdashery, glassware, electrical goods and textiles; also in contacting prospective investors in the Pakistan **steel industry**. Feb. 12 via New York for 3 weeks; c/o Continental Seafood, Inc., 501 W. 16th St. New York 11, N.Y.; and Rymland Industries, Ltd., Baltimore 30, Md. Itinerary: New York, Baltimore, and Washington, D.C.

**Sweden**

Curt Bergqvist, representing Astorps Bruk AB, Astorp, Sweden, interested in entering into licensing agreement with a U.S. firm for manufacture of **plastic pipes** for water and sewage in Sweden. Early February via New York for 1 month; c/o The Swedish Chamber of Commerce of the United States, 8 E. 69th St., New York 21, N.Y. Itinerary: New York, and possibly other cities where interest is shown in the licensing arrangement.

## NEW TRADE LISTS

The Commercial Intelligence Division has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from this Division and from Department of Commerce Field Offices, Telephone WO. 7-4130 in Washington. The price is $1 a list.

Most lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated January unless otherwise indicated.

American Firms, Subsidiaries and Affiliates—Bolivia, February.
American Firms, Subsidiaries and Affiliates—Egypt.
American Firms, Subsidiaries and Affiliates—Paraguay, February.
Business Firms—Aden Colony and Protectorates, February.
Coal, Coke and Fuel Importers and Dealers—Brazil.
Ecclesiastical Supply Importers and Dealers—Argentina, February.
Household Appliance Importers and Dealers—Hong Kong.
Instruments, Medical, Surgical, Hospital, Scientific and Process Importers, Dealers and Manufacturers—Tunisia, February.
Iron and Steel, Non Ferrous Metal and Building Material Importers and Dealers—France.
Machine Tools, Dies, Other Metalworking Machinery, and Industrial Furnaces Importers and Dealers—Thailand.
Machinery Equipment and Supply, Electrical Importers and Distributors—Japan.
Machinery and Equipment, Except Electrical Importers and Distributors—Philippines.
Mining Companies and Exporters of Ores—Greece.
Motion Picture Industry—Belgium, December 1961.
Motor Bus Lines and Transport Companies—Italy.
Office Supply and Equipment, Paper and Stationery Importers and Dealers—El Salvador.
Office Supply and Equipment, Paper and Stationery Importers and Dealers—Spain.
Paint, Varnish and Pigment Importers, Dealers and Manufacturers—Spain.
Petroleum Product Importers, Dealers, Producers, and Refiners—Bolivia.
Photographic Supplies Dealers and Photographers—Austria.
Plastic Material Importers, Dealers and Manufacturers—Denmark.
Plastic Material Importers, Dealers, and Manufacturers—Norway.
Provision Importers and Dealers—Nigeria.
Provision Importers and Dealers—Uruguay.
Seed and Bulb Importers, Dealers, and Exporters—Republic of South Africa.
Sporting Goods, Toy and Game Importers and Dealers—Federal Republic of Germany and West Berlin.
Vending Machine Importers and Dealers—Italy.
Wastepaper and Rag Importers and Dealers—United Kingdom.

**STATISTICAL REPORTS**

*Part 3 of the World Trade Information Service*

**$6 a year ($8.50 to foreign addresses)**

*Sold by U.S. Department of Commerce Field Offices and the Superintendent of Documents, Washington 25, D.C.*

# *Wanted:* Trade Mission Members to U.K.

FIVE business leaders, highly qualified to discuss U.S. export availabilities and the newest developments in U.S. machine tools, instrumentation, packaging, and air-conditioning, are needed to serve on a U.S. Trade Mission to the United Kingdom.

The five-businessmen Mission, under U.S. Department of Commerce leadership, will depart in the middle of May and spend the next 5 weeks promoting U.S. exports in the industrial and commercial centers of the United Kingdom.

The United Kingdom is the second best customer for U.S. products, and the United States is the principal supplier of the huge U.K. market.

With the U.K. now virtually free of all import licensing restrictions, U.S. exporters are giving renewed attention to this traditional market. Particularly encouraging is the sharp increase in the sales of U.S. finished products to the United Kingdom in 1961, including machinery and capital goods.

Businessmen invited to serve on the Mission will be brought to Washington at the end of April for a week of briefing and orientation.

If you qualify for any of the specialties listed below, you are invited to write in detail to Director, Trade Missions Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., or to any Department of Commerce Field Office.

1. **Automated Processes:** Expert in the application of computer and data-processing equipment to industrial processes and production machinery and equipment (requirements, design, sales, installation, and operation). Able to discuss adaptability and feasibility to partial or complete plant automation. Qualified to discuss end results in terms of savings in labor and costs, decreased production time, increase of accuracy, improved manufacturing capabilities, etc. Knowledgeable U.S. sources of supply and able to demonstrate advantages and competitive superiority of U.S. equipment and engineering services. Capable of discussing the terms of licensing and joint venture agreements.

2. **Instrumentation:** Expert in a wide variety of the latest automatic control, measuring, recording, and qualitative testing and annalytical types of devices (industrial application, design, installation, operation, and sales). Qualified to discuss end results in terms of improved accuracies, improved production capabilities, labor-saving costs. Knowledgeable U.S. sources of supply and able to demonstrate advantages and competitive superiority of U.S. instrumentation. Preferably able also to discuss the terms of licensing and joint-venture agreements.

3. **Metalworking:** Expert in a wide range of the latest types of special and universal precision machine tools. Expert in uses of specialized and/or automatic machinery and machine tools in manufacturing plants in a highly developed economy. Able to discuss U.K. potentials for specialty machine tools adapted to existing production methods and U.S. machine tool characteristics and capabilities. Knowledgeable U.S. sources of supply, price ranges, delivery time, and the competitive superiority of U.S. equipment. Able to discuss terms of licensing and joint venture agreements.

4. **Packaging:** Expert in the widest possible variety of modern packaging machinery and equipment. Qualified to advise on the latest automatic packaging techniques as related to machinery requirements, adaptability, packaging materials, design, weighing, filling, labeling, etc. Knowledgeable of U.S. sources of supply, price, delivery time, and the competitive advantage of U.S. equipment. Preferably able also to discuss terms of licensing and joint venture agreements.

5. **Air-conditioning and Temperature control:** Expert in the field of air-conditioning and temperature control equipment—heating, cooling, dehumidifying. Competent to advise on requirements, capabilities, specifications, application, installation, operation, and maintenance for industrial, office, or home use. Knowledgeable U.S. sources of supply, price ranges, delivery time, and the competitive advantages of U.S. equipment.

## *Is the U.K. a Market for You?*

### Specialists in Machinery, Machine Tools Will Return With Specific Business Proposals

HOW would you like to have the best brains in your industry go to work for you and bring to bear their collective experience on the problem of increasing your export sales?

Five leaders of American business will soon be ready to take your choice export offerings to vibrant marketplaces in the United Kingdom. On the spot, face to face with other world traders, they'll represent you in carefully sifting profitable export-import opportunities, licensing arrangements and joint venture investments.

These volunteers, on leave from their own companies, need only a letter from you describing your firm's interests for them to start work in your behalf.

Five specialists in machinery and machine tools will participate in the May Trade mission to the United Kingdom. They will be the most highly qualified men available to discuss the newest techniques in the field including instrumentation, packaging and air-conditioning machinery. Particular emphasis will be on automated processes. But business proposals are not limited to the specialty field. All types will be accepted and undertaken by the Mission.

A complete report on each business proposal submitted will be made on the Mission's return along with names, addresses and company affiliations of prospective customers or representatives.

The procedure is simple. You do not have to fill out a form. Answer these nine questions before April 1, by letter.

- Do you now have business connections in the particular country or are you represented there (if you have an exclusive representative in the country, the Trade Mission cannot locate another agent for you)? If represented, by whom?
- Have you had previous business experience with this country?
- What products do you wish to sell or what purchase in this country and/or what type of business transactions do you wish to make? Please describe products in detail.
- Do you wish to obtain an agent abroad or to export directly?
- Do you prefer to import for your own account or to act as an agent?
- Will you consider direct investment or a joint venture, such as providing machinery, know-how, or capital, with a qualified firm?
- Are you interested in licensing a qualified company to produce your products abroad? If so, tell in detail about the nature of the agreement you would consider.
- To what extent are you prepared to sell on long-term credit or, if dollar exchange is not available, accept payment in foreign currency?
- What type of company would be qualified to transact your business?

Don't hesitate to better illustrate your proposition by including catalogs and brochures and size and scope of your operations. No one is too large or small to be represented.

Send all information *(an original and two carbon copies)* to the Director, Trade Missions Program, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C. You may also reply through any Department of Commerce Field Office.

## Furniture Firm in Bolivia Plans Plywood Production

A manufacturer of office and home furniture wishes to obtain U.S. financial collaboration in the amount of $150,000 or more to establish an integrated timber cutting, sawmill, and plywood manufacturing operation.

The investment required in the needed machinery exceeds the capital now available to the Bolivian firm and conceivably could be in the form of used U.S. machinery. In addition, technical personnel to manage such an operation is not available and one or more resident, supervisory American technicians may be needed.

Anticipating a continuing demand for its furniture products, the firm would welcome additional financial participation for expansion purposes. Extent of U.S. equity participation in the new venture would be open to negotiation.

The company's factory is equipped with modern British machinery and the firm maintains office space of about 2,000 sq. m. and display rooms of about 300 sq. m. Sales in 1960 approximated $122,000.

The manager, Mr. Gabriel Batki, and partner of the firm plan to visit the United States in 4-5 months to discuss the proposal with interested firms.

Write to Mr. Batki, A. Batki & Co., Casilla 1159, La Paz, Bolivia.

## Rhodesian Iron Ore Claim To Be Exploited or Sold

Owner of high-grade iron ore deposits seeks joint venture for exploitation of holdings or an outright sale.

Claims consist of 12 blocks of ore, each being 2.7 million feet in area and assaying over 65% hematite. Tonnage estimated at 10 million. Close to main railway line with abundant labor available.

Write to J. E. Hawkey, Deane & Chapter Mines, Que Que (Baines Hall—Baines Ave.) Salisbury.

## Industrial Pump License Sought by British Firm

Ferry-Diamond Engineering Co., Ltd., Woolston, Southampton, Hants, England seeks a licensing arrangement to produce modern positive-displacement pumps suitable for diverse industries. Although they prefer a design that has been successfully exploited in the U.S., they would consider marketing a new one.

Company employs 100 people and is in process of major expansion.

## 14 French Manufacturers Propose Varied Ventures With U.S. Firms

NUMEROUS French manufacturing companies are interested in expanding their sales volume by means of business arrangements with U.S. concerns. Of the 14 companies, 3 offer licensing rights while 11 seek diverse licensing arrangements or distribution rights.

### *For Manufacture in U.S.*

● A manufacturer's agent specializing in metallurgical products, offers the licensing of a **universal joint** on which patent rights are held in a number of countries, including the United States.

The universal joint, now used on a French car, is said to be of simple design and inexpensive to produce. The company, a limited liability one, is capitalized at $50,000 and has an annual sales volume of around $500,000.

Write to Products Industriels de Precision "PIP," S.A.R.L., 5 Blvd. Voltaire, Paris 11.

● A manufacturer of **anti-theft devices for automobiles,** motorcycles, scooters, and motor bikes, offers licensing rights to an American firm. The devices are said to be used in Europe but are not used as yet on U.S.-manufactured cars for which their adaptation is more complicated.

Firm is capitalized at $1,028,000 and does an annual volume of $2,000,000. A sister firm operates in Germany, a licensee is in Spain, and a plant is being built in Brazil. Write to Societe d'Exploration des Brevets Nieman, 49-53 Ave. de Neuilly, Neuilly-sur-Seine (Seine), France.

● A licensing agreement is sought for an M.G.M.-type automatic contactor or small **emergency safety switch,** capable of handling 500 a. at 24 v. The apparatus can be turned on or off manually and is reported to be adaptable to automobiles, locomotives, and to civilian and military aircraft.

The inventor states the product can be used in industry for special switches. An explanatory leaflet, in French, is available on loan from Foreign Investment & Licensing Division, Office of International Investment, U.S. Department of Commerce, Washington 25, D.C. Write to Mr. Georges Massip, 22 rue Anselme, Saint-Ouen (Seine), France.

### *Licensing Rights Sought*

● Ets. D. Waeles, 69 rue Robespierre, Montreuil-sous-Bois (Seine), specializes in the manufacture, forging, and machining of **equipment for handling fluids.** They offer to buy outright licensing or to pay royalties.

Facilities include a copper alloy foundry equipped to produce varied types of moldings and a machine workshop equipped with semi-automatic lathes; and milling, drilling, screw-cutting, and steam-, air-compressed or water-testing machines.

● Ets. Louis Jalet, 62-63-64 Quai Magellan, Nantes (Loire-Atlantique) builds **general precision machinery,** particularly hydraulic equipment, and wishes licensing rights on similar work. In exchange, royalties would be paid.

Plant is working at 50% of capacity and has an annual volume of around $350,000. There is a qualified group of technicians, also administrative and commercial services, and a subsidiary firm specializing in anti-corrosion operations.

● Ateliers Julien & Cie, S.A., 8 rue Jean-Goujon, Paris, manufacture and sell anti-corrosion stainless steel **valves** and **measuring,** level and output **devices** and seek rights for complementary equipment. Also would like to obtain rights for complete small-size **chemical installations.**

The firm has 2 plants which include an electronics section, boiler works, and a research section for the chemical industry.

In addition to the licensing rights, the firm would like necessary capital investment, technical know-how and/or necessary equipment. It offers to pay royalties on manufactured products, permit participation in the profits or shares in the company, or would consider any other satisfactory arrangement a U.S. firm might prefer.

● Laboratoire Chatelain, S.A. ETACH, 107 Blvd. de la Mission-Marchand, Courbevoie (Seine), manufacturer, wholesaler, retailer, and exporter of pharmaceutical products and perfumes, seeks licensing right for **pharmaceutical** or **dietetic products** in exchange for royalties.

The firm's facilities include: A laboratory to make tablets, sugar-coated pills, granules, phials, suppositories, pomades, and ointments; a plant with about 7,250 meters of floor space; and compressing, kneading and granulating machines, as well as turbines, incubators, milling machines, forges, and lathes.

● Objets Nouveaux en Plastique, 99 bis, rue de Meaux, Paris 19, manufacturer of **plastic office articles** such as desk and wall calendars, and ash trays, wishes exclusive U.S. licensing rights for calendars, office gadgets, and desk and pub-

*(See Ventures, page 315)*

# Equipment and Commodity Licenses Asked in Belgium

Belgian manufacturers of measuring instruments, builders' hardware, chains, paint-mixing machinery, printing equipment, electrical equipment, and food products, seek licensing arrangements with U.S. firms to manufacture related products for sale in the European Common Market.

Additional information on each of these opportunities is available on loan from Foreign Investment & Licensing Division, Office of International Investment, U.S. Department of Commerce, Washington 25, D.C., or from the Belgian Industrial Information Service, 50 Rockefeller Plaza, New York 20, N.Y.

- Contigea, S.A., 140 rue de Stalle, Brussels 18, manufacturer of meters, electrical measuring instruments, flowmeters, and thermometers, is interested in licenses to manufacture new products in their present line, as well as household appliances and precision instruments. Joint ventures would also be considered.
- Ateliers Jean Van Lierde S.P.R.L., 254 Van Souststraat, Brussels 7, manufacturers of builder's hardware, such as locks, handles, and keys, and ferrous and nonferrous hardware for railroads, buses, and ships, seeks licensing or subcontracting arrangements to make hardware items.
- Chaineries Mecaniques S.A., 1 rue de la Liberte, Haine-Saint-Paul, producers of mechanically made and electrically welded chains from 7/64 to 1 9/16 inch in diameter, seeks license or joint venture to make similar products.
- Constructions Mecaniques d'Ampsin S.A., 20 rue Waloppe, Ampsin, manufactures milling, grinding, mixing, and pulverizing machines for the paint, chemical, and food industries. Seek licensing or joint venture arrangements to expand their present line.
- Ets. Gardier S.A., 268 rue Ernest Solvay, Sclessin, manufactures machine tools, machines for the printing industry, and scientific equipment. Wishes to produce additional machines for the printing industry under licensing or joint-adventure arrangement.
- Elomag S.A., 2 ave. Wellington, Brussels 18, is a producer of electronic photoflashes, magnetic recorders, microelectronics, and refrigeration. Seeks joint venture or licensing arrangements to make magnetic recorders for television, subminiature cameras, air conditioning, fiber optics, and electroluminescence.
- Societe Anonyme des Usines Remy, Wijgmael-Herent (near Louvain), is a manufacturer of wheat, rice, barley, and corn flour, as well as starches and other food products. Has subsidiaries in France and Spain.

Would like to add to its present line one or two products that could be sold to hardware stores, grocery stores, and farmers, as well as to the textile industry.

## *Electrical Equipment Firm In Canada Plans To Expand*

Montreal successor to established producer of electrical equipment seeks licensing arrangement for expansion program. Operates branches in Toronto, Ottawa, and Sherbrooke, producing for industrial and powerplant use.

Write to E. W. Playford, Ltd., P.O. Box E, Montreal 28, Quebec, Canada.

## *German Concerns Ask Production Licenses*

Several German manufacturers of specialized equipment and commodities evince interest in licensing arrangements with American producers.

- Fabrik fuer Bergwerksbedarf GmbH, 68 Haupstrasse, Sprockhoevel, wishes licensing arrangement to produce air compressors, control valves, and oil hydraulic circuits. Firm now produces mining machinery for coal, iron ore, and potash, and enjoys a good reputation.
- One manufacturer seeks a licensing arrangement to produce electromedical appliances, medical dressing materials, and pharmaceutical preparations. Firm is an importer, exporter, wholesaler, and manufacturer of such commodities for hospital use.

Write to Hans Hirtz, Hirtz & Co., KG., 11 Alteburger Strasse, Koeln a Rhein.

- Another manufacturer seeks exchange of patents and licenses. Produces cast steel springs and related wire products for automobiles and the furniture and bedding industries. Would also consider supplementation of present production programs. Operates 4 plants and has well developed sales organization.

Write to P. A. Rentrop A.G., Box 280, Stadthagen/Hannover.

- Robert Schwarzenbach & Co., Riedlistrasse, Weil/Rhein, wants a license arrangement to produce woven fabrics suited for ladies outerwear. Would consider either a royalty or lump-sum payment basis. Company produces silk fabrics and woven fabrics for ladies outerwear and neckties.
- An established manufacturer wishes a licensing arrangement to produce small machine tools and precision instruments. Wants to diversify present production of special circular knitting machines. Employs 200 people and plans to locate in Schleswig-Holstein.

Write to C. Terrot Soehne & Co., Wahlstedt, Kreis Segeberg, Schleswig-Holstein, attention Dr. Lothar Otto.

## *Belgian Metal Product Makers Seek Licenses*

- S.A. Parametal, 24 Ave. Joseph Prevers, Jupille-Liége, wishes a licensing or joint-venture arrangement to produce steel products.

They are interested in know-how, machinery, and capital to improve their manufacture of cold-rolled steel strips for cutting, bending, and tubing, and hot-rolled mild steel strips. Company established in 1948.

- Amenal, S.P.R.L., 11 Petite rue du Moulin, Anderlecht-Brussels, seeks a manufacturing agreement with equity participation to introduce U.S. products into Common Market countries.

Will also consider sale or leasing of present facilities which handle diverse foundry products and household equipment. Correspondence invited.

Technical brochures available in Foreign Investment & Licensing Division, BIBO, U.S. Department of Commerce, Washington 25, D.C.

## Spray Coating Franchises Offered by Canadian Firm

A Canadian firm manufacturing 2 spray-applied coatings is beginning a campaign to grant franchises for the sale and application of these products in 130 U.S. cities.

The company would prefer firms which have experienced spray painting personnel and which have a close relationship with architects in their area.

It would also be interested in manufacturing under license any specialty products now produced in the United States.

Write to D. R. Austin, sales promotion manager, Canadian Everguard Coatings, Ltd., 302 Bridgeland Ave., Toronto 19, Ontario, Canada.

## License for Home Ironing Machine Offered in Sweden

A Swedish firm offers to license its patented, home ironing machine in the United States. The machine weighs about 38 lb., is cheap to manufacture, and is designed with a minimum of moving parts.

A picture of the machine and descriptive matter is available on loan from Foreign Investment & Licensing Division, Office of International Investment, U.S. Department of Commerce, Washington 25, D.C.

Write to Mr. Tore Berg, Lemnas Gard, Guldsmedshyttan, Sweden.

# Indian Economy Advances Unevenly; U.S. Exhibit Stirs Buying Interest

NEW DELHI.—The Indian economy scored uneven advances in the fourth quarter of 1961.

Progress in some industrial and mining activities was notable but in general was hampered by shortages of foreign exchange, transport facilities, power, and raw materials. Food crop harvests were good.

A high level of buyer interest was generated by the U.S. exhibit of industrial machinery and equipment at the Indian Industries Fair November 14, 1961—January 10, 1962. That there were several prospective buyers for particular items indicated that prospects are bright for placing of additional orders. The exhibit, geared to India's third 5-year plan, displayed equipment that could qualify for U.S. governmental financing.

### *Interest in Foreign Investment High*

Indian interest in securing private foreign investment was high during the quarter. Indian industrialists requested the help of the Indian Investment Center, New Delhi, in finding firms in the United States, United Kingdom, Canada, West Germany, and Japan interested in financial and technical collaboration to establish industrial projects involving a total investment of $63 million. Such collaboration was sought for projects for the manufacture of wire ropes, water meters, seamless tubes, malleable castings, electric house service meters, galvanized iron pipes and steel tubes, cellulose acetate flasks, and optical instruments.

The coming elections and shifts in senior personnel in the Ministry of Commerce and Industry resulted in a backlog of applications for joint ventures submitted for approval. India continued during the fourth quarter to harden its position on majority control by Indian collaborators and to scrutinize carefully all proposed agreements involving technical assistance. Two joint ventures, Kimberly-Clark Corp. with Sirpur Paper Mills and Great Lakes Carbon Corp. with India Carbon, Ltd., were approved by the Government of India. In all of 1961, 16 Indo-American joint ventures involving $10 million in American equity capital were approved.

The following agreements for financial and technical collaboration were arranged between U.S. and Indian firms: Electric Autolite Co. of Toledo with Globe Auto Electricals, Ltd., of Bombay for manufacture of dynamos and starter motors; Westinghouse Electric International Co. of New York with W. S. Insulators of India, Ltd., Madras, for manufacture of high- and low-tension insulators; United Carbon Co. of Houston with C. H. Bhabha of Bombay for manufacture of carbon black.

Indian import policy continued to be restrictive, with preference given to development and maintenance imports and to commodities contributing to export expansion (FCW, Nov. 6, 1961, pp. 5 and 33). In line with the greater emphasis being given to export promotion, there was speculation that the Government might resort to a program of compulsory exports. It appears likely, however, that for the foreseeable future the Government will confine its actions to moral suasion on producers to export a given percentage of their production.

### *Trade Balance Improves*

India's trade balance improved significantly in the third quarter of 1961, showing a deficit of only $94 million as compared with $205 million in the second quarter. For the January-September 1961 period, imports were down 13% and exports up 9% in comparison with the same period of 1960. Consumer goods accounted for most of the fall in imports—imports of industrial machinery and equipment generally maintained the 1960 level. Larger shipments of tea, raw cotton, jute goods, coffee, sugar, and coir products accounted for the larger export earnings, more than offsetting lower exports of cotton textiles, mineral ores, hides and skins, and vegetable oils.

The United Kingdom in the first 9 months of 1961 remained India's most important trading partner in terms of total trade; however, India's imports from the United States were, for the third straight year, higher than those from the United Kingdom because of continuing large shipments under P.L. 480. West Germany, Japan, Pakistan, and the Soviet bloc continued as India's most important trading partners after the United Kingdom and the United States. Trade with communist China was reduced to a trickle, mostly with Tibet.

### *Industrial Output Rises*

The trend of rising output and greater diversification in industrial production appeared to continue in the fourth quarter. Preliminary estimates placed the index of industrial production for 1961 at 184 (1951=100) as compared with an average of 180.6 for the first 8 months of the year. The increase in production was shared by almost all the major industrial groups, with iron and steel, metal products, machinery, machine tools, and transport equipment showing the most conspicuous gains.

In December, total installed capacity at the vast Bhakra-Nangal hydroelectric project was increased to 604,000 kilowatts. Contracts for preparation of a project report for an additional 480,000 kilowatt powerhouse in this complex were signed by the Government of India and the U.S.S.R. The power shortage in India remained serious, however, and along with shortages of coal and transport continued to impede progress in industrial production and caused considerable concern among Indian industrialists.

Production of wheels for commercial vehicles was started at the new joint-venture project of Dunlop Rubber Co. and T. V. Sundaram Iyengar & Sons, India. About 200,000 wheels are to be produced annually. Goodyear Tire, Ltd., at Ballabgarh (Punjab) commenced production in a plant designed to produce 210,000 truck, tractor, and automobile tires annually in the first stage, to be expanded to 500,000 tires annually as power supply is made available. The joint-venture project of Mansfield Tire & Rubber Co. at Tiruvottiyer (Madras) began pilot production in November, with regular production of about 1,000 tires and 1,000 tubes a day scheduled to begin in June 1962.

### *Mining Activity Declines*

The mining industry continued to experience the long-standing problems of transport bottlenecks and shortages of electric power and explosives. These factors, coupled with declining external demand, resulted in decreased production and exports of manganese ore, chromite, ilmenite, and other ores. The ferromanganese industry was particularly hard hit by declining exports. In response to industry's demands for concessions to make its ore competitive in foreign markets, the Indian Railway Board announced, effective July 1, 1962,

a 50% cut in railway freight charges on manganese ore transported more than 200 miles and intended for export. The Government appointed an inter-Ministerial Committee to study measures to promote ferromanganese exports.

The brightest spot in the mining industry was production iron ore, which continued an upward trend in response to growing demand of the domestic steel industry, and a new high was reached in October. Projected production of 12 million tons in 1961 exceeded by about 9% the 1960 rate of production. Coal production, however, continued to be hampered by the shortage of rail transport for coal haulage. The Government continued its efforts to ameliorate the situation. Projected annual production of 56 million tons based on January-October statistics was below even the second-plan target which was to have been achieved in fiscal (April-March) 1961.

Primary processing capacity of India's four oil refineries totaled 120,000 barrels a day. Total demand for petroleum products in India in 1961 was expected to average 170,000 barrels a day, up nearly 11% over the 1960 average. Limitations on throughput of crude forced private refineries to operate at only about 80% of capacity in the fourth quarter; imports of petroleum products increased over the third quarter.

There were important changes in the price structure for petroleum products affecting private oil companies as a result of a governmental committee's report, known as the Damle Report, recommending reductions in the domestic price of petroleum products and the import price of products and crude oil. Regarding import prices, the Damle Report in effect instructed the Western companies to obtain discounts on various petroleum products ranging from 3 to 10% below prices posted in the Persian Gulf, their source of supply. In the face of stated inability by the Western companies to obtain the recommended discounts, the Government agreed to relax the ruling, so far as foreign exchange was concerned, until April 1962 and allow them to continue importing from their traditional sources at posted prices. These products would still have to be sold in India, however, at the recommended reduced prices. The price reductions on petroleum products are not to be passed on to the consumer, but are to be absorbed by the Government as a nonrecoverable excise tax.

Generally favorable weather in the fourth quarter appeared to have largely offset the effects of unusually heavy floods in the preceding quarter, and harvest prospects for foodgrains were considerably brighter. Production in the 1961-62 crop year was expected to exceed 1960-61 production. The food position was generally satisfactory, and prices remained relatively stable. With the carryover of refined sugar at an abnormally high 1.2 million tons at the end of the 1960-61 season, the Government on September 27, 1961, abolished controls on prices, distribution, and interstate movement of sugar, and prices moved downward during the quarter.

Unusually heavy rains and pest infestation in Maharashtra State adversely affected the cotton crop, and production was expected to be only about 4.8 million bales as against 5.4 million bales in the previous year. Prices moved upward as prospects for cotton imports appeared meager. To combat this trend, the Government resumed the system of compulsory survey of all indigenous cotton marketed in the country and official requisition of cotton for the mills.

The bumper harvest of jute in the crop season ended in June 1961 completely reversed the tight supply situation which prevailed in the first half of the year. Jute mills resumed the 48-hour week and decreased the percentage of sealed looms from 12 to 9.5%, leading to increased production of jute goods.

### *Exchange Position Improves*

The foreign exchange assets of the Reserve Bank of India increased in the fourth quarter from $272.44 million to $315.68 million, largely as a result of a cash drawing from the West German credit for 1961-62 committed at the June 1961 Consortium meeting in Washington. For the year 1961 as a whole, the Reserve Bank's foreign exchange assets were drawn down by only $6 million as compared with $265 million in 1960.

The International Bank for Reconstruction and Development extended two loans to India, one a $50 million loan to the Indian National Railways, and the other a $19.5 million loan to the Indian Iron & Steel Co. for development of coal mines near its plant in Burnpur, West Bengal. The United States, through the Agency for International Development granted a loan of $20 million for import of nonferrous metals, and through the Export-Import Bank a loan of $18.5 million to Orient Paper Mills Ltd., for producing printing and writing paper.

The overall index of wholesale commodity prices (1952-53=100) declined slightly during the quarter, from 125 in September to 123 in December 1961. The index for food articles fell from 121 to 118 and for industrial raw materials, from 138 to 137. This trend was in contrast with the sharp increase in prices recorded in the first 9 months of the year, particularly in the third quarter. The average monthly index of all commodity wholesale prices for calendar year 1961 was 125.7, about 2.5% higher than the same index for 1960. The all-India working class consumer price (cost of living) index (1949=100) rose from 122 in January 1961 to 128 in October, the latest date for which data were available.—U.S. Embassy.

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## Ventures . . .

*(Continued from page 311)*

licity items. The firm will pay royalties or consider any satisfactory arrangement requested by the American firm.

● ECRIM (Etudes Constructions Representations Industrielles Mecaniques), 9 rue Clothilde Gaillard, Montreuil (Seine), would like U.S. licensing for the manufacture of **plastic or metallic articles.**

The firm employs about 100 workers and 5 traveling salesmen. It has the following facilities: A metal sheet cutting-punching-stamping workshop with accessory equipment, an injection molding workshop for all types of plastics, a mechanical workshop to produce tools needed for molding and stamping operations, and a well-equipped office and organized sales organization.

In exchange, the firm would pay royalties or share in the profits or association in a separate company set up to carry out the licensing arrangements.

● Laboratoires Millot, S.A., 37 Ave. George V, Paris 8, specializes in **ethical pharmaceutical specialties** and seeks American specialties to manufacture under license. Distribution would be effected through its 35 special representatives visiting doctors, direct sales to hospitals, and through wholesalers and pharmacists.

The firm reports it has 2 modern plants fabricating and packaging pharmaceuticals. It carries 13 specialties and sold 4.5 million units in 1961.

● Societe des Ets. Th. Rivierre, S.A., 45 rue des Usines, Creil (Oise), a manufacturer of nails and tacks, seeks American licensing rights on **hardware** items.

The firm has a 4-hectare plant, is linked to a railroad, and has access to high-voltage current and abundant water. It manufactures its own machinery and has a well-equipped maintenance and repair workshop. The annual volume is reported to be about $680,000.

● Fonderies de Fourchambault, of 88 rue du 13e de Ligne, Nevers (Nievre), a **cast-iron foundry works,** seeks U.S. capital investment, licensing rights, machinery, and technical know-how. Plant covers 8,800 sq. m. and the foundry is reportedly well equipped, specializing in parts for electrical equipment. Operating at 40% of capacity, annual sales approximately $240,000.

In exchange for capital investment the firm offers participation in the company. For licensing rights, it would pay royalties on products sold.

● A manufacturer of **accessories for automobiles,** motorcycles, and scooters wishes licensing arrangement or distribution rights for similar articles. Established firm, employs 25 persons, with an annual sales volume of $260,000.

Write to Soc. Nouvelle des Etablissements J. M. Vernhes, S.A., 131 Blvd. Pereire, Paris 17.

# Costa Rican International Reserves Satisfactory; Retail Sales Rise

SAN JOSE.—A measure of stability returned to the Costa Rican economy in the fourth quarter of 1961 as financial reforms instituted in September got underway.

International reserves rose to a level regarded as satisfactory. Retail sales, down in the early part of the quarter, rose to what was believed to be record levels after the Christmas bonus was paid.

Coffee production estimates were revised; 1961 crop export figures showed lower prices than the previous years, but the amount exported was higher.

Petroleum refinery proposals were rejected and new requirements were set up for their establishment in the country.

### *Fiscal Reforms Beneficial*

The comprehensive plan that went into effect in September, providing for devaluation of the national currency and substantial new taxes (FCW, Oct. 9, 1961, p. 8), brought a degree of stability to the economy that had been lacking in the previous quarter. As the drafters of the plan had predicted, it did not operate as a cure-all for the country's economic problems, but by instituting a more realistic exchange rate, it did serve to help the export situation, and provided for a much needed increase in fiscal revenues. Also, in its first 4 months it had not brought about the marked price inflation that its opponents had predicted. Costa Rica's foreign exchange holdings recovered from the August low point of US$5.4 million in official international monetary reserves to a level US$9.7 million on December 31, 1961, which officials regarded as satisfactory.

### *Yearend Sales Rise*

Domestic commercial activity in October and November was at a virtual standstill, with only small scattered sales registered by local retail traders. On December 13, however, with payments of Christmas bonuses equal to 1 month's pay to civil-service and banana-producing company workers, and a bonus of 2 weeks' pay by other employers the reaction in domestic trade circles was immediate. Much of the spending in the fourth quarter of 1961, unlike that of the previous year, appeared to be irresponsible. Tradesmen believed that volume in December was heavy enough to lift the sales levels of the entire quarter above the level in the fourth quarter of 1960, which had been considered an all-time high. In Limon Province, however, spending was depressed by the poor catch of the spiny lobster industry in 1961.

Although efforts were made by some of the leading merchants to restrict installment buying, there was no evidence that such buying was curtailed. Total sales in the first 10 months of 1961, by the 82 commercial establishments in San Jose surveyed by the Central Bank, amounted to 391.4 million colons (6.65 colons=US$1) exceeding the volume registered in the same period of 1960 by 2.7 million colons.

### *U.S. Share of Exports Up*

The United States again appeared as Costa Rica's best customer, accounting for about 56.6% of total exports for the first 9 months of 1961, an increase of 5.8% from the level of the same period in 1960. The United States supplied 45.5% of Costa Rica's January-September imports, down slightly from the 45.8% registered for the first 3 quarters of 1960. West Germany's purchases in the first 9 months of 1961 were 24.4% of the total, off 2.0% from the 9-month period of the previous year; imports from West Germany were down from 12% in the first 3 quarters of 1960 to 11% in the like period of 1961.

Import and export figures for the first 9 months of 1961, the latest available, were US$78.4 and $64.6 million respectively. Import and export totals for the same period of 1960 were US$78.8 and $70.1 million, respectively.

### *Coffee Estimate Revised*

A second estimate for the current 1961-62 crop year indicates a volume of about 1,260,000 quintals (1 quintal= 101.4 pounds) of coffee beans will be harvested. Coffee picking continued at the end of the year. As of December 31, 1961, coffee export sales of the 1961-62 crop amounted to 242,558 quintals, at an

*(See Costa Rican, page 316)*

● A producer of agricultural equipment seeks a licensing arrangement for **fodder machinery** which would permit contents to keep indefinitely. Company offers licensing rights in return for the **wine presses and pumps** it produces.

This established firm employs 1,200 persons, operates 4 plants, is capitalized at $1.2 million, and has annual sales of $6 million.

Write to A. Garnier & Cie., 12 Quai Jean-Bart, Redon (Ille-et-Vilaine).

# Proposed Merger Creates Optimism In Singapore; Imports from U.S. Up

SINGAPORE.—Economic conditions in Singapore during the closing months of 1961 were characterized by an optimistic air of expectancy that the proposed merger with the Federation of Malaya and British Borneo into a new nation called Malaysia would add to the prosperity of the island State.

Merchants in particular view the future with increasing confidence now that merger plans are solidifying, and smaller industrialists have been heartened, despite labor unrest and a sharp increase in industrial disputes, by a flurry of governmental planning and the beginnings of the Economic Development Board's implementation of Singapore's industrialization program.

### *Demand for U.S. Building Materials*

Continuing the trend evidenced throughout the year, new sales opportunities in Singapore for U.S. building materials and household equipment developed and can be consummated provided price competition offered by third countries—particularly Japan and the United Kingdom—can be met. Despite active competition, marketing opportunities also exist for the following specific lines: Frozen poultry products; paper and paperboard cartons and wrapping; formulated or packaged poultry and pig feeds; and woodworking machinery, particularly handblowers used for cleaning, heavy duty chainsaws, and interchangeable attachments for drills, sanders, and planers.

### *Purchases From U.S. Increase*

Preliminary figures indicate that imports from the United States during the fourth quarter did not maintain the high second-quarter level of M$54.3 million (M$3.03=US$1). Nevertheless, it is estimated that by the end of October 1961 U.S. origin imports were running ahead of January-October 1960 levels by 20.3%.

American tractors continued as Singapore's principal import from the United States; as of the end of October, the U.S. share of the tractor import market was 73.5%, roughly the same as in the comparable period of 1960. Industrial machinery of all types followed tractors as the second leading import from the United States, accounting for 30% of the import market in that category. In terms of overall trade, as of the end of September 1961, the United States continued to rank fifth as a supplier of goods to Singapore, with 4.8% of the import market, following Indonesia, the Federation of Malaya, the United Kingdom, and Japan.

### *Industrialization Moves Cautiously*

Industrialization in the public sector centered on expanded Economic Development Board activities, public housing efforts, award of pioneer industry status, and issuance of Government tenders for several major development projects. In the private sector, caution combined with planning continued as the prevailing keynote insofar as sizable new investment was concerned.

Toward the end of 1961 tenders for roadbuilding and site clearing in the Jurong Industrial Estate were issued and bids approved by the Economic Development Board; work is now progressing satisfactorily. The Board also plans construction of an 8,400 foot steel wharf for the Estate to begin in 1962. Opportunities exist for American consulting services in this project and for sale of substantial quantities of steel piling (FCW, Jan. 29, 1962, p. 155).

A Singapore Government official and two businessmen were recently in the United States talking with interested American steel manufacturers to find suitable consultants for the proposed new National Iron and Steel Mill, Ltd., and to find suppliers of steelmaking equipment (FCW, Mar. 13, 1961, p. 6). The steel mill site will be cleared by mid-1962, according to Singapore press reports.

In public housing, 7,454 homes were expected to be completed by the end of 1961, with a target of 10,000 a year in the future. Thus, the tempo of building-material purchases of all types has been and is expected to be steadily increasing. Pioneer industry status was granted in the fourth quarter to production of steel ingots, billets, and rolled steel products (to induce increased foreign and local participation in the steel mill project) and, provisionally, to production of plastic products, naphthalene balls and tablets, and steel bitumen containers.

Progress on the Japanese Maruzen-Toyo Oil Refinery continued; and a milk plant, the New Zealand Dairy Supplies (Singapore), Ltd., a joint venture with a local canning company, began production of reconstituted milk. Plans were developed to establish a Japanese-financed polyethelene products factory in the Jurong industrial estate; and commitments have been obtained for establishment of ten small to medium-sized factories—involving production of such articles as paints, groundnut oil, and kitchenware—at the Redhill site.—U.S. Consulate General.

## Costa Rican . . .

*(Continued from page 315)*

average price of US$36.27 per quintal, compared with December 31, 1960, figures of 208,451 quintals at $40.86 per quintal for the last crop.

Banana production was maintained at a normal pace during the quarter.

Indications were that the 1962 cacao crop will be smaller than the preceding year, largely because of unfavorable export prices. A plan was completed for rehabilitation of the Atlantic cacao zone, to produce better quality exportable cacao, reduce costs, and increase total production. In December, the law fixing a cacao export tax of 3% ad valorem was amended to provide that when prices of cacao are less than US$28 per quintal of 46 kilograms, no export duty is to be charged.

### *Petroleum Refinery Plans Rejected*

All petroleum refinery proposals were rejected in November by the Council of Government (Cabinet), despite the fact that one proposal was recommended by a Commission established under the Industrial Encouragement Law. The Council of Government announced that no privileges would be offered as an inducement to a refinery, and that any company wanting to build one would have to pay the Government of Costa Rica US$2 million.

A cement plant contract was awarded under the Industrial Encouragement Law to a Costa Rican firm. The plant, to be built by Danish engineers, will use local limestone and is to begin production in about 2 years. The company is to be financed partly by a $2.8 million Inter-american Development Bank loan (IDB).

Majority ownership of Servicios Aerotecnicos Latinoamericanos (SALA), a local aircraft overhaul concern changed to Costa Rican. The firm would like to assemble automobiles and appliances as a diversification measure and has applied to IDB for a loan for refinancing.—U.S. Embassy.

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## EEC Alters Language, Duty Rates in CXT

BRUSSELS.—The European Economic Community (EEC) has published the details of recent Council decisions providing for certain changes in the Common External Tariff (CXT). Most of the changes are aimed at eliminating drafting inexactitudes in one or more of the four official language versions of the CXT without modifying established duty rates, while others establish more precise wording for certain tariff positions.

The principal changes of general interest result in a reduction in the CXT duty rate from 18% to 13% for alkylbenzenes and alkylnepthalenes and in duty-free entry (formerly 16%) for unfolded paper sheets, merely containing illustrations or pictures with neither text nor caption, imported for multiple language editions. The previous CXT rate of 15% now will apply to oranges imported between April 1 and October 15, with the 20% rate applicable at other times. The CXT duty on woven fabrics containing less than 85% by weight of sheep's or lamb's wool or fine animal hair was reduced from 20% ad valorem to 18%.—U.S. Mission to the European Communities.

## EEC Considers Common Development Institute

BRUSSELS.—The EEC Commission plans to submit to the Council of Ministers a project for creation of a Common Development Institute. This project previously had been approved by the High Authority of the European Coal and Steel Community and by the Euratom Commission. The proposed Institute, managed jointly by member states of the Community and the associated oversea states, would undertake pure and applied research and the training of technical and economic experts for countries in the process of development.

The new organization would have a central headquarters in which it would itself carry out its own activities of research and applied training in a certain number of high priority fields, such as economics, statistics, regional development, and industrialization of developing countries.

In all the purely technical sectors, such as agricultural science, health, education, and social affairs not falling within the central office's own sphere of activity, the Common Development Institute will seek to establish a network of approved affiliates.—U.S. Mission to the European Communities.

# EEC Council Implements Rome Treaty Provisions on Cartels, Monopolies

BRUSSELS.—The Council of the European Economic Community (EEC) has unanimously adopted its first regulation to implement the Rome Treaty provisions on cartels and monopolies. The regulation makes explicit the applicability of the Treaty prohibitions against cartels and monopolies without the need of a special determination in each case.

The Rome Treaty itself does not ban cartels altogether but permits them to operate under certain conditions. The new regulations, which establish the principle of registration and authorization, go a step further and state that certain cartels need no authorization as, by their very nature, they do not restrict trade or competition *within the Community.*

Cartels not needing authorization are agreements reached by firms situated only within a single member state and not engaged in intra-Community trade; agreements, between only two enterprises acting as buyer and seller, designed to establish prices, conditions of resale of merchandise, or to impose restrictions on the utilization of industrial property rights. Also permitted are agreements for the application of uniform standards and for joint research in the field of technical improvements. Agreements not falling under one of these categories may still be permissible under the general provisions of article 85, paragraph 3, of the Rome Treaty.

Cartels formed after entry into force of this regulation must be registered with the EEC Commission to receive authorization. A decision by the Commission to authorize a new cartel is in effect a declaration that the agreement imposes on the enterprises concerned only restrictions indispensable to improvement of production or distribution of goods or to the promotion of technical or economic progress; does not enable such enterprises to eliminate competition in respect of a substantial proportion of the goods concerned.

When the Commission gives an authorization, it will indicate the effective date of its decision. This date cannot be prior to the day of the registration.

### *Existing Cartels Must Register*

Cartels existing on the entry into force of the regulation must be registered with the Commission before August 1, 1962, to obtain necessary authorization, except for the "permissible" arrangements previously described.

For existing cartels which are not permissible under the Rome Treaty, a special system is provided to permit them to adapt themselves to the conditions stipulated in the Rome Treaty. The Commission would allow such companies a period of grace within which they would have to adapt their operations to the Treaty requirements. This possibility, however, is open only to organizations which have registered with the Commission before August 1, 1962.

The new antitrust regulations extend to all enterprises in an entire economic sector as well as to individual concerns. If there should be indications of restrictive business practices within a sector of the economy, the Commission may ask all enterprises or groups of enterprises of the sector in question to provide the Commission with whatever information it may require to make an evaluation.

### *Loan Copies Available*

In all inquiries, whether they regard individual concerns or whole economic sectors, the Commission may make pertinent investigations as it sees fit. Its investigators will have the right to audit books and business documents, make copies or extracts from these books, and demand verbal on-the-spot explanations. They also must be accorded access to all places, lands, and vehicles of the enterprises.

To assure compliance of the regulation by the cartels, the Commission may impose fines ranging up to $1 million and in some instances even higher.

The regulation was adopted on December 19, 1961, and will take effect 20 days from publication in the Official Journal of the EEC.—U.S. Mission to the European Communities.

A limited number of copies of this regulation is available on loan from the European Division, Office of Regional Economics, Bureau of International Programs, U.S. Department of Commerce, Washington 25, D.C.

**U.S. wheat and flour exports** from July through November 1961 totaled 305 million bushels, compared with 246 million during July-November 1960, the Bureau of the Census reports.

Wheat exports were 57 million bushels more than the 208 million exported during the same period a year earlier.

# Dominican Republic Revises Profits Tax, Creates Personal Income Tax

THE Dominican Republic has added two new categories to its general income tax law, effective January 1, 1962.

One of these new categories is in effect a personal income tax, thus replacing the former income-based identity-card tax, which has been abolished as of January 1, 1962 (FCW, Nov. 27, 1961, p. 31). Taxes on the newly added categories IV and V must be paid during 1962 on the basis of income received during 1961.

### *Categories Set*

The general law, as amended by law No. 5651, sets up 5 categories of taxable income: Category I, from real estate; category II, from loans and portfolio investment; category III, from commercial, industrial, agricultural, and mining enterprises; category IV, from agriculture, stock-raising, or forestry carried on by physical persons; and category V, from wages, salaries, and other personal emoluments.

All income from capital, goods, or rights situated or used in the Dominican Republic is subject to this law, as is income of transportation firms domiciled in the Dominican Republic. A firm which effectively controls the financial operations of affiliates is responsible for the net income of the entire "financial whole" thus created. All income of corporations, in whatever branch of activity, and all income of enterprises some part of whose income is taxable under category III, will be considered as falling under category III.

### *General Rules Laid Down*

The following are exempt from the working of this law: Income of publishers and distributors of books; income of authors of books copyrighted in the Dominican Republic; income of cooperatives and nonprofit religious, charitable, cultural, and sporting associations under certain conditions; income from property of less than 1,000 pesos in value (1 Dominican Republic peso=US$1); the first 3,000 pesos of income in category III; income in categories III and IV from agricultural properties of less than 75,000 pesos in value; income from rents of houses personally used by the taxpayer; and capital gains on portfolio securities.

In general, the costs of obtaining and maintaining the taxable income are deductible from gross income of all categories. Costs of obtaining and maintaining nontaxable income is not deductible, nor are investments, contingency reserves, or capital losses. All losses through accident, crime, or act of God are deductible.

Valuations of property and inventory acquired during a taxable year may be made on the basis of the cost of production or the purchase price less sale costs; income from sale of property during the period will be evaluated on the basis of the sale price less the cost price, any improvements, and costs of the sale.

The taxable year for category I runs from July 1 to June 30; that for the remaining four categories is the calendar year, except that enterprises taxable under category III may use their own respective accounting years. Category I income must be declared on the basis of earnings, whether or not collected at the close of the period; all other income must be declared on the basis of actual receipts.

Withholding of taxes is authorized, subject to further regulation, for category V income and is mandatory in all categories where remittances of income are made abroad. In the latter instance, the remitter is legally created the tax agent when the income recipient abroad has no local representative. The remitter must, upon each remittance, establish the total tax due on the sum of all payments made during the year, including those made while the recipient was in the Dominican Republic; then he must subtract the total of all withholdings made during the year and withhold and pay the remainder.

#### Category I

Taxpayers in category I may deduct from their total rental earnings 2% per year of the value of the improvements in their rented properties as depreciation. In addition, they may deduct 10% of the gross rental earnings as costs of maintenance; alternatively, they may itemize the maintenance costs, which include interest on mortgages, legal costs of collecting rents, insurance premiums, repairs, and administration costs. Salaries of owners and costs of purchasing new properties are not deductible. Finally, rental earnings of prior tax periods, upon which tax was paid and which subsequently proved uncollectable, are deductible.

The rate of taxation on category I earnings is as follows:

| *Portion of taxable earnings between— (pesos)* | *Rate of tax (percent)* |
|---|---|
| 0.01 and 1,000 | 3 |
| 1,000.01 and 2,000 | 4 |
| 2,000.01 and 3,000 | 5 |
| 3,000.01 and 4,000 | 6 |
| 4,000.01 and 5,000 | 8 |
| 5,000.01 and 10,000 | 10 |
| 10,000.01 and 15,000 | 12 |
| over 15,000 | 15 |

Category I income from rural properties which is paid to recipients domiciled or resident abroad is taxed at a flat rate of 50% of the gross earnings, unless cost deductions can be documented in detail.

#### Category II

Taxpayers in category II may deduct all the costs of obtaining and maintaining their interest and dividend incomes, up to a total deduction of 10% of the gross income. Income from investments made in founding a business is not taxable under category II. If the rate of interest or return cannot be established, it will be presumed to be 6% per year.

The rate of taxation on category II income is as follows:

| *Portion of taxable income between— (pesos)* | *Rate of tax (percent)* |
|---|---|
| 0.01 and 5,000 | 5 |
| 5,000.01 and 10,000 | 10 |
| 10,000.01 and 20,000 | 12 |
| 20,000.01 and 30,000 | 14 |
| 30,000.01 and 40,000 | 15 |
| 40,000.01 and 50,000 | 16 |
| over 50,000 | 17 |

## Italy Sets Up Agricultural Dollar-Area Import Quotas

ROME.—Italian import quotas for certain agricultural commodities imported from dollar-area countries (including the United States) have been established for 1962 as follows: Poultry meat, $240,000; raisins, $120,000; sorghum and sorghum flour, 600 metric tons; linseed oil, $1,200,000; soya oil, $550,000; and degras, $120,000.

These quotas represent a 10% increase for soya oil and a 20% increase for the balance of the commodities over the 1961 quotas (FCW, June 26, 1961, p. 10).—U.S. Embassy.

## Nicaragua Lifts Import Ban on Miners' Boots

Nicaragua has exempted leather boots with steel protective toes for miners, tariff item 851-02-02, from import prohibition imposed on all types of footwear in July 1960 (FCW, Aug. 1, 1960, p. 11). The boots are dutiable at US$2 per gross kilogram plus 45% of the c.i.f. value.

This action became effective December 19, 1961.—Diario Oficial of January 5, 1962.

**Category III**

It is presumed that 10% of the gross income of taxpayers in category III is taxable net profit, unless it can be otherwise established in accordance with the norms below. Total income of all corporations, and of all enterprises some part of whose income is taxable under category III, is taxable under category III. Any enterprise normally engaged in the transformation or disposition of goods, including transportation and communications firms, insurance companies, and such enterprises as pharmacies and construction firms, even where part of the activities involve the exercise of a liberal profession, are taxable under category III.

Also taxable under this category are all agricultural or stock-raising enterprises, brokers, commission agents, and the like. Income in this category includes business capital gains. Profits from the sale of property will be calculated by subtracting from the sale price the original value or purchase price, the cost of improvements, and 2% per year of the value of the improvements for depreciation.

Category III taxpayers may deduct from their gross income 2% per year of the value of buildings and construction in use for depreciation. They may further deduct interest, other taxes, insurance premiums, losses through accident, crime or act of God, charitable and social gifts, depreciation and replacement allowances, bad debts, certain social benefits for employees, reasonable bonuses and salaries, pensions paid under a plan, and interest paid to portfolio shareholders.

Unreasonable salaries and those paid to officers acting abroad, the profits taken by owners or founding shareholders, and fees for technical aid from abroad are not deductible. Income obtained from agricultural or forestry properties whose value, including improvements and stock, is less than 75,000 pesos is not taxable.

The rate of taxation on category III income is as follows:

| *Portion of taxable income between—* (*pesos*) | *Rate of tax* (*percent*) |
|---|---|
| 3,000.01 and 6,000 | 7 |
| 6,000.01 and 8,000 | 10 |
| 8,000.01 and 10,000 | 13 |
| 10,000.01 and 20,000 | 16 |
| 20,000.01 and 30,000 | 19 |
| 30,000.01 and 40,000 | 22 |
| 40,000.01 and 50,000 | 27 |
| 50,000.01 and 60,000 | 32 |
| over 60,000 | 34 |

**Category IV**

The net taxable profits of taxpayers in category IV are presumed to be 8% of the value of the stock and improvements of the property involved, unless it can be proved otherwise. However, the net taxable profits of taxpayers of category IV engaged in forestry are presumed to be 15% of the gross income of the business. The income obtained from properties whose value, including improvements and stock, is less than 75,000 pesos,

*(See Tax, page 322)*

## Dominican Republic Reduces Inheritance and Gift Tax

The effective rates of tax on all brackets and categories of gifts and legacies in the Dominican Republic has been reduced by law No. 5655. In addition, exempted amounts have been raised to 1,000 pesos to relatives in the direct line and 500 pesos to all other recipients (1 Dominican Republic peso=US$1); and the surtax on remittances abroad has been lowered from 100% to 50%.

The new rates are shown in the accompanying table.

Category I rates are charged on gifts and legacies to relatives in the direct line of the giver or testator; category II rates on those to relatives in the second degree; category III rates on those to relatives in the third degree; and category IV rates on those to all other persons, including a surviving spouse.

The new law was published in El Caribe of October 28, 1961.

These changes should be noted in Commerce Department publication, World Trade Information Service report, Establishing a Business in the Dominican Republic, part 1, No. 56-19, March 1956, under section Inheritance and Gift Taxes, page 7, previously cited.

*Rates (in percent)*

| *Amount of taxable gift or legacy (in pesos)* | *Category I* | *Category II* | *Category III* | *Category IV* |
|---|---|---|---|---|
| 500 – 2,000 | 1 | 3 | 6 | 8 |
| 2,001 – 5,000 | 2 | 4 | 7 | 10 |
| 5,001 – 10,000 | 3 | 5 | 8 | 12 |
| 10,001 – 20,000 | 4 | 6 | 10 | 14 |
| 20,001 – 40,000 | 5 | 7 | 12 | 15 |
| 40,001 – 60,000 | 6 | 8 | 13 | 17 |
| 60,001 – 80,000 | 7 | 10 | 15 | 19 |
| 80,001 – 100,000 | 8 | 12 | 18 | 22 |
| 100,001 – 125,000 | 9 | 13 | 20 | 24 |
| 125,001 – 150,000 | 10 | 14 | 21 | 25 |
| 150,001 – 200,000 | 11 | 15 | 22 | 26 |
| 200,001 – 300,000 | 12 | 16 | 23 | 28 |
| 300,001 – 400,000 | 13 | 17 | 24 | 29 |
| 400,001 – 500,000 | 15 | 19 | 25 | 30 |
| over 5000,000 | 17 | 21 | 27 | 32 |

# Improved Export Credit To Be Available in U.K.

LONDON.—Improved and cheaper export credit facilities will be available to U.K. exporters as the result of a new plan announced in London on January 23, 1962. The rates on both short- and longer-term export credits have been reduced.

London and Scottish clearing banks have agreed to provide export credit for 3- to 5-year periods at a rate of 5.5%, regardless of changes in bank rates. The rate previously was 6.5%.

To assist in the financing of the longer-term credits, 60 insurance companies have agreed to establish a revolving fund of 100 million pounds sterling for granting of export credits in periods over 5 years at 6.5%, a reduction of 1% from the former market rate. In effect, the banks will finance the export credits during the first 5 years and thereafter the insurance companies will take over.

Such export credits will be granted under this plan only on those export arrangements guaranteed by the Export Credit Guarantee Department, a governmental body.—U.S. Embassy.

# *Four German-Somali Agreements Signed*

AMOGADISCIO.—Four agreements covering commerce, maritime, and air transport, financial assistance, and technical cooperation have been signed between the Somali Republic and the Federal Republic of Germany.

A Somali announcement to this effect, revealed some details pertaining only to the financial assistance agreement which includes a long-term loan of 25 million marks (1 German mark=US$0.25). This sum apparently will be utilized in construction of the Chisimaio-Gelib Road, establishment of a local textile industry, and for the purchase of fishing equipment.

The technical assistance agreement foresees the establishment of centers for technical and economic study. The commercial agreement is reported to be providing for the expansion of German-Somali trade relations, while the navigation agreement is designed to improve aviation and maritime communications between the two countries.—U.S. Embassy.

**United Kingdom cigarette exports** during the first 9 months of 1961 totaled 21.8 million pounds—up 2.4% from the 21.3 million shipped in January-September 1960, the Foreign Agricultural Service has reported.

## Nicaragua Sets New Import, Export Taxes

MANAGUA.—A tax of 1% upon the sale or consumption of imported goods by direct or industrial importers with offices in Managua, Nicaragua, whether for their own account or for resale now is in effect. In addition to this tax an annual license fee of 100 cordobas (7 cordobas= US$1) for first class importers and 50 cordobas for second class importers is in effect, with the same amounts specified as the monthly minimum fee payable under the 1% tax.

In addition to the 1% tax and the license fee, a tax of 2 cordobas per 100 kilograms (1 kilogram=2.2046 pounds) of foreign merchandise brought into the Department of Managua is payable to the Local Social Assistance Committee unless proof is presented of like payment to another similar organization.

Exporters, export houses, or agencies who export agricultural products, whatever their origin, will pay a one-time fee of 1,500, 1,000, or 500 cordobas and the same annual fee if their annual volume of operations exceeds 500,000, 200,000 to 500,000, and 50,000 to 200,000 cordobas, respectively. In addition, a fee of 1% of value of sales is payable monthly.

The Social Assistance taxes for Managua, effective for the calendar year 1962 and thereafter, were published in Diario Oficial No. 288, December 19, 1961.—U.S. Embassy.

## Livestock and Meat May Be Imported Into Libya

TRIPOLI.—Importation of livestock for slaughter and meat now is permitted following the issue of a regulation by the Ministry of National Economy of Libya. The order, which became effective on December 18, 1961, also prohibits the export of livestock from Libya. The quantities will be regulated by the individual Provinces through normal import licensing procedures.

The principal reason behind this regulation is the serious depletion of Libya's livestock herds, particularly goats and sheep, resulting from the intermittent droughts that prevailed since 1959.—U.S. Embassy.

## *Syrian Arab Republic Now Allows Import of Starch*

DAMASCUS.—The Syrian Arab Republic now permits the importation of starch, according to the Syrian press. All starch imported into Syria however, must previously have been treated with chemicals to prevent it from being used in any way other than for industrial purposes.—U.S. Embassy.

## *Denmark Permits Grapes, More Juices From U.S.*

COPENHAGEN.—The quota for imports from the United States of citrus and pineapple juices for retail sale has been increased by the Danish Ministry of Commerce from 200,000 crowns to 300,000 crowns (1 Danish crown =US$0.145) for the period January 1-June 30, 1962.

In addition, licenses now are being granted for the import of grapes from the United States. Grape imports heretofore came from other sources, mainly Italy and Spain, under bilateral trade arrangements.

The action became effective January 1, 1962.—U.S. Embassy.

## EEC Reduces, Suspends Duty Rates for Some Chemicals

BRUSSELS.—The European Economic Community (EEC) has now published the list of chemical items for which the Common External Tariff (CXT) duty rates have been either suspended or reduced for calendar year 1962 (FCW, Jan. 29, 1962, p. 173).

The items for which the CXT duty rate has been either suspended or reduced are as follows, with the full CXT rate shown in parentheses after the temporary 1962 rate:

ex29.13 E, oxydopregnenolone, 0 (18%); ex29.14 A II c 5, pregnenolone acetate, 0 (17%); ex 29.35 0, 4-amino-5-(methoxy methyl)- 2-propyl-pyrimidine, 3% (16%); ex 29.35 0, 3,5-dioxo-1,2-diphenyl-4-normal-butyl-pyrazolidine, 6% (16%); ex 29.38 B I, vitamin B 6, 4% (9%); ex 29.41 A, acetyl digitoxin, 2% (12%); ex 29.41 A, lanatoside C, 2% (12%); ex 29.41 A, lanatoside A + B + C, 2% (12%); ex 29.41 A, digitoxin, 2% (12%); ex 29.41 D, pure glucoside of squill, 2% (14%); ex 29.41 D, calcium salt of sennoside A and B, 2% (14%); ex 29.42 C VIII, natural alkaloids of ergot of rye, 0 (13%); ex 29.42 C VIII, dihydroergotamine and its salts, 0 (13%).

In addition, the CXT duty rate for 29.01 D VI, divinylbenzene destined for the production of synthetic rubber, has been temporarily suspended until June 30, 1962. The full CXT duty rate on this item is 16%.

Under the terms of the Council decision temporarily suspending or reducing CXT duties, individual member states which had zero duties on these products on January 1, 1957, are obliged to permit them duty-free or reduced-rate entry during 1962. Member states which levied duties on these products on January 1, 1957, must, during the same period, either place into effect the reduced or suspended CXT rates or align their rates toward the reduced or suspended CXT rates.—U.S. Mission to the European Communities.

## Cotton Export Quota Established by India

BOMBAY.—A quota of 75,000 bales of Bengal Deshi cotton (392 pounds per bale) has been released for export, according to an announcement by the Indian Government.

Shipments from this quota must be made between January 25 and August 31, 1962. Of this quantity, 71,250 bales are allocated to recognized exporters who have exported any cotton in the past 5 years and 3,750 bales are reserved for cooperative societies located in the areas in which Bengal Deshi cotton is grown.

Export licenses will be granted in the order in which license applications are received. No individual exporter may receive a license for more than 5% of the total quota.

Exporters will be required to furnish to the Indian Government a guarantee of 50 rupees (US$10.50) per bale, which will be forfeited if the cotton is not exported.—U.S. Consulate General.

## Colombia Drops Import Duty For Rubber Raw Materials

The Colombian Government has eliminated import duties on a number of raw materials when used in the manufacture of tires, tubes, and other rubber items destined for the transportation industry.

Free of duty are the following items and their tariff number:

Natural rubber, synthetic rubber, guttapercha and balata, purified or not (369-a); artificial rubber and other rubber substitutes (369-c); cord fabric whether or not rubberized (579-d-1); lamp black (303-a); steel wire coated with metals other than zinc, lead, and tin (702-c-3); vulcanization accelerators (287-b-1); antioxidants (274); copper valves and parts (855-b); stearic acid, denatured (109-b-1); pure lubricating oils and compound lubricating oils (206-b-3); wood tar (282-a); refined sulfur (174-b); magnesium silicate (194-d); calcined magnesium (227); formaldehyde (270-a); colophony (285); coumarone resin (285); artificial iron oxides (306-h).

The foregoing changes were contained in Decree No. 2748 of November 4, 1961, which was promulgated in the Diario Oficial of November 16, 1961.

## *Jordan Permits Gas Stove Imports From Any Source*

AMMAN.—Jordan has issued another modification to its Defense Order of February 5, 1961, whereby importation of portable butane gas stoves no longer is restricted to the United States (FCW, July 31, 1961, p. 8; Jan. 22, 1962, p. 136).

The action became effective on January 19, 1962.—U.S. Embassy.

# Five New U.S. Oversea Exhibits Planned in '62

Five additional 1962 U.S. oversea exhibitions—four to be presented in international trade fairs and one as an exclusively American event—have been announced by Secretary of Commerce Luther H. Hodges.

Two will be staged at fairs in Iron Curtain countries; the others are scheduled for Central America, South Asia, and the Near East.

The Exhibitions are: Poznan, Poland, June 10-24; San Salvador, El Salvador, June; Izmir, Turkey, August 20-September 20; Plovdiv, Bulgaria, September 16-30; and Karachi, Pakistan, October 12-November 20. They will be presented by the Commerce Department's Office of International Trade Fairs (OITF), in cooperation with American industry.

The five events are in addition to seven other official U.S. exhibitions announced October 24.

The exhibition in San Salvador will be the first in that country for the United States.

Previously-announced OITF exhibitions are: Tripoli, Libya, February 20-March 20; Casablanca, Morocco, April 26-May 13; Osaka, Japan, April 5-25; Bulawayo, Federation of Southern Rhodesia and Nyasaland, April 26-May 6;

*(See Fairs, page 322)*

# Sydney Trade Center Serves Building Materials Industry

SYDNEY.—Manufacturers of building materials who want to invest or expand their trade with Australia would do well to consider the possibilities of the Sydney Building Information Center as an export promotion facility.

The Center, located at 515-525 Elizabeth St. South, Sydney, specializes in building supplies and materials of all types. It offers display space for products, technical information, a trade library, and technical services to over 5,000 visitors a month.

The management is prepared to assist U.S. firms interested in exporting to Australia or in establishing manufacturing plants there.—U.S. Consulate General.

Information for potential exhibitors, a floor plan of the Center, and information for visitors are available on loan from the Business Services Division, Bureau of International Business Operations, Department of Commerce, Washington 25, D.C.

# U.S. Consulates General To Operate Trade Centers at Swiss, German Fairs

The American Consulate General in Zurich, Switzerland, will operate a Trade Information Center at the Swiss Import Fair, March 16-25.

Only goods of non-Swiss origin will be exhibited and, for the first time, foreign firms not yet represented in Switzerland may exhibit their products.

Exhibits will include production and accessory equipment for use in the following fields: Metals, plastics, machine tools, instruments, tools, electricity, heating, pneumatics, hydraulics, materials handling, transport, traffic, photography, optics, office and shop management and operation, accident and prevention.

### *Building Machine Fair To Be Held*

The American Consulate General in Munich, Germany, will operate a Trade Information Center at BAUMA, the German Building Machines Fair, in Munich, March 17-25.

U.S. manufacturers and exporters of building and construction machinery unable to exhibit at the fair, but desiring to market in Germany, should furnish the Consulate General with complete details, including type of arrangement desired.

U.S. exhibitors and business visitors to both fairs should register at the Trade Information Center so that inquiries directed there may be channeled to appropriate parties.

### *Descriptive Literature Sought*

Publishers of trade journals are requested to send the Consulate Generals at Zurich and Munich as many copies of their publications as possible for use in the TIC. Trade publications exhibited through the facilities of the Center will stimulate interest in U.S. goods advertised there, as well as in the publications themselves.

U.S. firms wishing to establish or expand their markets in Switzerland and/or Germany are invited to send multiple copies of their descriptive literature, brochures, price lists, and house organs. The material will be exhibited, and distributed on a selective basis to potential business prospects.

Packages of publications and literature for the Swiss fair should be sent to the Consulate General at Zurich as soon as possible. They should be addressed to the attention of the Commercial Officer and marked internally "For Use at the Swiss Import Fair TIC." Packages for the Munich Fair should be sent to the Consulate General, Munich, Germany, to the attention of the Commercial Officer, to arrive early in March. Such packages should be marked internally "For Use at the German Building Machines Fair TIC."

# *Chemicals and Textiles Theme of Yugoslav Fair*

U.S. firms are invited to participate in the 10th International Textile and Textile Machinery Fair at Leskovac, Yugoslavia, July 1-10. Leskovac is a small city in the center of one of the textile producing regions of Yugoslavia and, as the only Fair specializing in textiles and textile machinery in Yugoslavia, offers the advantage of a relatively specialized audience.

The central theme of the exhibit will be "Chemistry and Textiles." Exhibits will include finished textiles, textile machinery and products used in the textile industry. During the Fair there will be seminars and consultations with the Federation of Engineers and technicians of the Yugoslav textile industry. There will also be a fashion showing of ready-made clothing.

Gold, silver, and bronze medals will be awarded for the best exhibit.

Additional information, including exhibit application forms, may be obtained from: International Textile and Textile Machinery Fair, Koste Stamenkovic 5, Leskovac, Yugoslavia.

**U.S. exports** of inedible tallow, beef and veal, lamb and mutton, variety meats, hog casings, mohair, and hides and skins were higher in January-November 1961 than in the comparable period of 1960, the Bureau of the Census reports.

## Tax . . .

*(Continued from page 319)*

is not taxable. The rate of taxation on category IV taxable income is 5%.

**Category V**

When it is not possible to establish the income of taxpayers in category V, they will pay their tax on the basis of a presumed income 3 times the total annual rental which they pay for their work space and their living quarters. Taxpayers in category V may make no deductions in reporting their taxable income.

The rate of taxation on category V income is as follows:

| *Total income (pesos)* | | *Rate of tax (pesos)* |
|---|---|---|
| *from* | *but less than* | |
| 1,800 | 2,400 | 7 |
| 2,400 | 3,300 | 10 |
| 3,300 | 3,600 | 16 |
| 3,600 | 4,500 | 23 |
| 4,500 | 4,800 | 28 |
| 4,800 | 6,000 | 35 |
| 6,000 | 6,600 | 45 |
| 6,600 | 7,500 | 55 |
| 7,500 | 7,800 | 75 |
| 7,800 | 8,100 | 88 |
| 8,100 | 10,200 | 100 |
| 10,200 | 10,800 | 142 |
| 10,800 | 11,700 | 160 |
| 11,700 | 12,000 | 188 |
| 12,000 | 13,200 | 250 |
| 13,200 | 14,400 | 275 |
| 14,400 | 15,600 | 350 |
| 15,600 | 16,800 | 400 |
| 16,800 | 24,000 | 463 |
| 24,000 | 30,000 | 575 |
| 30,000 | 32,400 | 625 |
| 32,400 | 36,000 | 725 |
| 36,000 | 39,600 | 863 |
| 39,600 | 40,800 | 1,000 |
| 40,800 | 42,000 | 1,150 |
| 42,000 | 44,400 | 1,450 |
| 44,400 | 48,000 | 1,600 |
| 48,000 only | | 1,750 |
| over 48,000 | | 1,750, plus 03.6470% of all over 48,000. |

The basic income and profits tax law is No. 3861 of June 26, 1954. This has been amended by laws 4026, 4052 (superseded), 4835, 5460, 5589 (superseded), and 5651. The latest amendment was published in El Caribe of October 28, 1961.

## Fairs . . .

*(Continued from page 321)*

Djakarta, Indonesia, July 15-August 15; Salonika, Greece, September 2-23; and Lagos, Nigeria, October 27-November 18.

A U.S. exhibition in Baghdad, Iraq, announced as tentatively scheduled for April 1962, has been postponed.

The U.S. exhibition in West Berlin, will be presented in September, as announced earlier; however, the U.S. Information Agency, rather than OITF, will be responsible for its preparation.

Another U.S. exhibition, formerly announced as scheduled for October and November in Cairo, Egypt, has been postponed because the fair, of which it was to have been a part, has been delayed until 1963.

# Finding an Agent Abroad

**A special service is available to help you find agents or distributors in foreign countries to sell your products.**

**If you have been unable to make satisfactory trade connections through regular sources of information supplied by the Bureau of International Business Operations—Trade Lists, Trade Opportunities, World Trade Directory reports, and other media —you may apply for a Trade Contact Survey.**

### • What the Service Is

**A Trade Contact Survey** is a specialized, professional service designed to locate several foreign firms in a particular country which meet your specific requirements and which express an interest in the representation you offer. It is conducted "on the spot" by a Foreign Service officer at the request of the Bureau.

### • Time Required

A survey is usually completed in about 60 days. When difficulty is encountered in locating suitable prospects, an interim report will be supplied.

### • Results of Survey

You will receive a summary report of the information developed, including pertinent marketing data as well as the names and addresses of qualified prospects. Individual World Trade Directory reports giving background information on these firms are also furnished. If the Foreign Service officer has been unable to locate any firms interested in the proposal or if the particular operation planned is not feasible, the reasons will be explained in the report and possible alternate suggestions offered.

### • Price

A charge of $10 is made for each survey conducted.

### • How to Apply

Ask the Department of Commerce Field Office in your area to supply you with copies of form FC–963, Application for Assistance in Selecting an Agent or Distributor Abroad. Members of the Field Office staff will also assist you in preparing the forms. Or you may write to the Commercial Intelligence Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C.

## Foreign Trade Directory For Washington Issued

A new directory designed to present a cross section of Washington's world trade community has just been published by the Metropolitan Washington Board of Trade.

The pocket-size directory lists Washington banks with foreign trade departments, Washington firms in or servicing world trade, sources of information on trade associations, international organizations, U.S. Government agencies and principal congressional committees concerned with foreign commerce.

Compiled by the Board of Trade's World Trade Committee and entitled, "1962 Washington, D.C., World Trade Directory," the booklet may be purchased from the Board of Trade, 1616 K Street NW., Washington 6, D.C., at $1 a copy.

## Control . . .

*(Continued from page 278)*

beer; vegetable waxes; machinery for the oils and fats extraction industry; valves and parts therefor for automobile motors; and certain sheets of polyvinyl chloride, not plasticized, for making flexible phonograph records.

**Colombia** on September 9 transferred from the license-free to prior import license list the following:

Kerosene, diesel fuel; cold-rolled sheets of iron and steel; agricultural machinery for soil preparation or cultivation; lightning arresters and components, fuses for protection of electric circuits up to 15 kilovolts, parts and components for transformers; and unwrought platinum in various forms.

**Denmark** subjected the following grains and grain products to import control on September 13:

Barley, oats, corn, buckwheat, millet, canary-seed and sorghum, other types of grain, bran and other residual products from sifting, grinding and other processing of grain and pulses, and corn gluten fodder. At the same time the provision for admission without import license of cereal flours and cereal groats and meal if so denatured as to be unsuitable for human consumption was canceled.

**Jamaica** placed under specific import licensing synthetic foam and latex and synthetic foam rubber in sheets, blocks, and slabs, sizes 2 by 4 feet and over, effective September 11. The required import license schedule on drug imports was changed to bring under specific licensing preparations and combinations, as well as tablets, composed of the following chemical compounds:

Aspirin; sulfadimidine, sulfathiazole, phenobarbitone; hydrogen peroxide; rubbing alcohol; reserpine; meprobamate; and piperazine (salts and derivatives).

**Jordan** banned imports of macaroni to protect the domestic industry, and established a quota system for soap imports.

**Libya** banned import of vegetable oils, effective November 1, in view of adequate domestic harvests.

**Panama** on October 6 established import quotas on sanitary pads, which now require prior authorization. Domestic production is to be considered in establishing quotas, but the local product must not be of inferior quality or higher price than the foreign product.

**Venezuela** continued to protect domestic industries by adding commodities to the list of items requiring an import license. On September 28 it added prefabricated houses and paper handkerchiefs. During the fourth quarter of the year, similar requirements were extended to various types of floor coverings, fruit pulps and pastes, sodium silicate, and cheddar, gouda, Muenster, processed, and parmesan cheeses.

## Market for U.S. Goods In Chile Evaluated

A new handbook, designed to assist U.S. exporters to increase their sales and find new outlets for U.S. products in the Republic of Chile, has been released by the Bureau of International Programs.

The handbook, "Market for U.S. Products in Chile," highlights new trading opportunities under Chile's 10-year development plan and contains basic information useful in assessing the Chilean market. The study cites recent developments affecting the import outlook for the 1960's, describes the composition of Chilean imports, and tells of the increasing competition in this market.

Chile's imports by major commodity categories, the country's distribution facilities, and Government regulations affecting imports are included. Along with descriptions of Chile's geography and principal marketing centers, the booklet provides recent population statistics, income distribution, and other data.

Chile ranks sixth among Latin American nations as a market for U.S. products. The United States is by far the principal source of the Republic's imports, supplying nearly 50% of the country's foreign purchases. The handbook points out that imports of machinery, tools, and equipment accounted for $100 million, or about one-fifth the total value of Chile's imports in 1960.

The 77-page study, one of a series which analyzes markets for U.S. products abroad, is available from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C., or from any of the U.S. Department of Commerce Field Offices, at 55 cents a copy.

## WORLD TRADE INFORMATION SERVICE

The World Trade Information Service (WTIS), a series of reports on the countries of the world, is divided into three broad subject categories—economic, operational, and statistical. The reports contain a wealth of authoritative, basic, background information, essential for exporters, importers, and all concerned with world trade.

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Subscriptions for the World Trade Information Service may be placed with U.S. Department of Commerce Field Offices or with the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C. Remittances should be made payable to the Superintendent of Documents. Individual reports may be purchased from the Department's Field Offices or the Superintendent of Documents.

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**Living Conditions in Thailand.** WTIS, part 2, No. 61-76. 8 pages. December 1961.

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# Copper-Base Alloy Scrap Exports From U.S. Down

U.S. exports of copper-base alloy scrap totaled 116,695 short tons in 1961, second only to the alltime high of 122,957 tons reached the previous year.

From an annual average of 22,000 tons for 1956-59, exports of copper-base alloy scrap to Japan soared to 90,800 tons in 1960, then to 105,200 tons in 1961. The 1961 increase came in spite of revisions in the Japanese licensing system announced in September 1961 whereby Japanese importers of copper-base raw materials were required to deposit 5% of the import value with the Bank of Japan instead of the 1% previously required.

U.S. shipments of alloy scrap to Italy averaged 3,800 tons annually for 1956-59, rose to 8,600 in 1960 then dropped to 4,800 tons in 1961. U.S. exports of alloy scrap to West Germany averaged 11,800 tons annually for 1956-59, remained relatively unchanged at 11,700 tons in 1960 but fell to less than 2,000 tons in 1961.

### *Unalloyed Scrap Fluctuates*

The growth in U.S. exports of unalloyed copper scrap has been less spectacular. From a 1956-59 annual average of 26,800 tons, shipments rose to 60,700 tons in 1960 but dropped to 35,300 tons in 1961.

U.S. shipments of unalloyed scrap to Japan fluctuated greatly between 1956 and 1959 but averaged 10,700 tons a year. In 1960 and 1961, however, 9,200 tons and 8,600 tons, respectively, were exported.

U.S. exports of unalloyed scrap to West Germany averaged 8,000 tons a year for 1956-59; these spiraled to 20,400 tons in 1960 but dropped back to 6,800 tons in 1961.

U.S. exports of unalloyed scrap to Spain averaged less than 200 tons a year for 1956-59, rising in 1960 and 1961 to 7,700 and 8,000 tons, respectively.

Yugoslavia received no unalloyed scrap from the United States during 1956-58 and less than 900 tons in 1959. In 1960, U.S. exports to that country rose to 5,400 tons, only to drop to half that figure in 1961.

## Motor Vehicle Assembly Planned in Malagasy

TANANARIVE.—The Renault firm expects to be assembling passenger cars in the Malagasy Republic by August of this year.

The first trucks will be produced in October. Passenger cars model R-4, 1,400-k.g. light trucks, 3-ton trucks, and possibly Saviem trucks are to be assembled with a total output of about 5 vehicles a day.

An assembly plant is being set up by a new company, the Société Malgache de Construction Automobile (SOMACOA). Capitalized at $82,000 (20 million CFA francs), the firm is planning a special budgetary allotment for training labor. It is studying a program for placing trainees in technical schools, in its own assembly plant, or in the Renault plant in France. The plant will employ about 100 workers, most of whom will be Malagasy.—U.S. Embassy.

## *U.S. Glass Container Exports Decline 19%*

U.S. exports of glass containers for the first 9 months of 1961 were valued at $10.4 million, dropping 19% from the $12.8 million exported in the same period of 1960.

Each of the 3 export classifications registered declines. Glass pharmaceutical and proprietary containers were valued at $4.3 million, off 4%. Beverage bottles registered a decrease of 31%. Exports of this commodity were valued at $3.6 million, compared to $5.2 million in the Jan.-Sept. 1960 period.

Exports of other glass containers were valued at $2.5 million, a decrease of 19% from the $3.1 million exported in the first 9 months of 1960.

### *Canadian Market Leads*

Canada remained the principal foreign customer for U.S. exports of glass containers. In the first 9 months of 1961, these exports were valued at $4.7 million, or 45% of total glass container exports for the 1961 period.

Exports of glass pharmaceutical and proprietary containers to Canada were $1.5 million, 35% of the exports of this commodity. Beverage bottles were valued at $2.3 million, 64% of the total. The value of shipments of other glass containers to Canada was $856,000.

**U.S. exports of pulp, paper, board,** and converted products in 1961 were valued at around $450 million, an increase of about 7% over the $419 million of 1960, according to BDSA.

The past year saw a sharp increase in exports to the Common Market countries, the Jan.-Sept. total being $66.9 million, a 14% jump from 1960. West Germany continued to be the leading Common Market importer of the U.S. products, primarily the result of the rapid increase in self-service stores.

## Argentine Chemical Industry Is Active

BUENOS AIRES.—Several new Argentine chemical plants have been completed or planned, some of these in affiliation with U.S.-based firms. One of these, Robbins Argentina S.A., formerly known as Polivinil, S.A., at Rio Cuarto, will make plastics products for the construction, auto, and other industries.

A phenol plant under construction at Rio Tercero, Cordoba, by Duranor S.A., a partnership of Hooker Chemical Corp. and Cia. Atano, is scheduled to begin operations late in 1962. It will cost about $6 million and will have an annual capacity of 8,000 metric tons.

Pfizer Argentina, S.A., is proceeding with plans to build a 500-ton citric acid plant at Moreno.

The ammonia plant at Rio Tercro, which has been under construction for some time by Fabricaciones Militares, has been officially inaugurated. The State-owned alcohol plant at San Nicolas has been offered for sale to private industry. —U.S. Embassy.

## Growth of Venezuelan Safety Equipment Market Predicted

U.S. exports of personal industrial safety equipment to Venezuela are expected to be about $375,000 for 1961, based on export statistics for the first 9 months. Although this is a slight drop from 1960, indications are that the consumption of personal industrial safety devices and of U.S. exports should increase substantially in the future.

Trade sources and the recently formed Venezuelan Council for Accident Prevention agree in estimating that the consumption of safety devices should increase by 50% to 100% in the next 5 years. This estimate is based on the growing rate of industrialization and the wider application of safety measures in existing industries, including even the smallest firms, according to the U.S. Embassy, Caracas.

Local manufacture of safety devices is extremely limited and local trade sources report that U.S.-made goods are generally preferred, with West German and British products second and third.

**Reports in the Commodity News department generally are prepared by the Business and Defense Services Administration (BDSA) industry divisions, based on dispatches from U.S. Foreign Service posts and departmental research.**

# U.S. Exports of Material Handling Equipment Rise

Material handling equipment exports were up $4.1 million in the first 10 months of 1961 over the same period of 1960. Total exports of the industry in January-October were $82.5 million, a rise of nearly 5%, compared to the $78.4 million for the 1960 period.

Industrial cranes, conveyors, trucks, elevators, moving stairs, and hoists are included in the material handling classification. The highest export gain was accounted for by the 19.6% increase that industrial cranes showed in 1961 compared to 1960. Total exports for cranes and equipment in the first 10 months of 1960 amounted to $9.1 million; of 1961, $10.9 million.

Exports of conveying equipment also increased. In the first 10 months of 1960, conveyors and conveying equipment accounted for $23.4 million worth of exports. In comparison, $25.8 million of this equipment was exported in the first 10 months of 1961, an increase of $2.4 million or 10.4% over the 1960 period. Industrial trucks showed an export gain of 2.9% in 1961. Total exports for this commodity, Jan.-Oct. 1960, were $34.4 million as against $33.4 million in the comparable 1960 period.

Elevators, moving stairways and hoists showed a decline in exports in the first 10 months of 1961, compared to 1960. Total exports for elevators and moving stairways were $3.9 million, January through October 1960, compared to $3.7 million in the 1961 period. Hoists showed the sharpest decline. Export shipments for the first 10 months of 1960 were $8.5 million. Evaluated against $7.7 million worth of exports during this period in 1961, there was an export decline of over 10%. Much of this decline is based on the slacking of Canadian orders for hoists and hoist accessories.

### *Canada, Mexico Top Markets*

Canada and Mexico are the leading importers of material handling equipment. Major markets are also found in the Netherlands, India, Venezuela, Australia, and Chile. In fact, these 7 countries accounted for more than 50% of the material handling equipment exported from the United States in 1960. It is quite likely that this export pattern was duplicated in 1961.

The emergence of many expanding industrial areas should prove lucrative for larger material handling equipment exports. It is quite possible that the export pattern developed in 1960 and 1961 will continue to expand, particularly in the newly industrialized areas.

## *Japanese Sewing Machine Exports to U.S. Slow*

KOBE-OSAKA.—The number of Japanese household sewing machine manufacturers exporting to the United States has decreased markedly in recent years. Over 60 manufacturers exported to the United States in 1959. Only 30 manufacturers exported in 1960 and, at the end of 1961, 15 remained.

Large Japanese producers have either established distributorships in the United States or formed exclusive agencies with major distributors. As a result, small manufacturers of household sewing machines in Japan are finding it increasingly difficult to market in the United States.—U.S. Consulate General.

U.S. imports of household sewing machines from Japan amounted to 1,092,928 units valued at $25,468,472 in 1959; 778,041 machines valued at $19,483,418 in 1960; and 738,916 units with a value of $18,323,660 during Jan.-Nov. 1961, according to U.S. Bureau of the Census figures.

# American Textile Products Interest Netherland Firms

Strong interest in U.S. textile products, especially certain lines of women's, men's, and boys' wear, is being shown by Netherlands importers, distributors, and manufacturer's agents, according to foreign service reports from the Hague.

Interest is primarily in products of good quality and of latest fashion. In low-quality lines, competition with goods of European manufacturers is usually considered too difficult.

Netherland importers and agents have expressed particular interest in the following textile and apparel lines: Piece goods for ladies' dresses, of cotton and manmade fibers; fabrics for rainwear, particularly plastic; ladies' dresses for general, as well as for special use such as bridal wear, and men's and boys' wear of various types—blue jeans, trousers, men's suits, and beach and tropical wear.

Recent inquiries from firms in the Netherlands are believed to represent somewhat of a general trend. There are probably other firms which would be interested in U.S. textiles and apparel.

American textile and apparel manufacturers interested in export to the Netherlands should refer to the World Trade Leads section of *Foreign Commerce Weekly* for trade opportunities or request Trade Contact Surveys so that the U.S. Embassy at the Hague may make special investigations for them.

# Mexican Hide, Skin Output Up; Imports From U.S. Dip

MEXICO, D.F.—Mexican production of hides and skins showed recent major advances while imports increased slightly. Meanwhile, U.S. exports to Mexico have fallen.

Mexican hide and skin production was seasonally higher in the third quarter 1961 than in the second quarter, and rose considerably over the third quarter of 1960. The number of hides and skins produced in the third quarters of 1960 and 1961, by type, follow:

| | *3d quarter* | |
|---|---|---|
| | *1960* | *1961* |
| Cattlehides, calfskins | 20,492 | 29,205 |
| Sheep, lamb skins | 36 | 173 |
| Pigskins | 4,417 | 5,251 |
| Horsehides | 6,999 | 2,145 |

Hide and skin imports into Mexico in the third quarter 1961 increased slightly over the second quarter of the year, but were well below imports in the third quarter of 1960. The third-quarter 1961 hide and skin imports totaled 3,622 metric tons, compared to 4,310 metric tons in the third quarter 1960.—U.S. Embassy.

Mexico is one of the principal foreign markets for U.S. hide and skin exports, according to preliminary figures of the U.S. Bureau of the Census. The quantity and value of U.S. hide and skin exports to Mexico in calendar years 1960 and 1961 follow:

[In thousands]

| | *1960* | | *1961* | |
|---|---|---|---|---|
| | *Number* | *Value* | *Number* | *Value* |
| Cattlehides | 564 | $4,838 | 416 | $3,926 |
| Calfskins | 22 | 68 | 11 | 40 |
| Kips | 56 | 452 | 42 | 360 |
| Sheepskins | 153 | 115 | 79 | 53 |

U.S. imports from Mexico in 1960 included 89,500 goat and kid skins valued at $22,670; 146,063 fish skins valued at $39,448; and 1,800 wild pig and hog skins valued at $1,980. There were no 1961 U.S. imports of hides and skins shown separately as coming from Mexico, according to preliminary data.

**Broadcasting time in the United Arab Republic** (Egypt) will total 113 hours a day in 31 languages, after installation of a new 1,000-kw. transmitter station. At present 107 hours of transmission are broadcast daily in 27 languages. Total transmitting power of the UAR Radio is currently reported to be 2,000 kw.

The number of radio sets in the UAR is about 2 million, while the listening audience is estimated at 10 million.—U.S. Embassy, Cairo.

**Ecuador's rice exports** have dropped in 1961, according to the Foreign Agricultural Service.

# Two Key Officials Added To Spearhead Export Drive

Secretary of Commerce Luther H. Hodges has announced the appointment of two key officials to spearhead an expansion of the national export drive.

Neil C. Hurley, Jr., chairman of the Board and President, Thor Power Tool Co., Aurora, Ill., was named Chairman of the National Export Expansion Committee. Mr. Hurley has been serving the Secretary as a principal adviser on the Export Expansion Program. A noted world traveler, he has circled the globe visiting Thor's world-wide network of distributors and subsidiaries. He has travel extensively in Europe, Asia, South America, Central and South Africa, Australia, and New Zealand.

Fred C. Foy, chairman and chief executive officer of the Koppers Co., Pittsburgh, Pa., was named Honorary Chairman of the Committee.

Secretary Hodges said he expects to add other new members to both the National group, and to 33 Regional Export Expansion Committees throughout the nation.

"I can not overemphasize the importance of the critical task facing our National and Regional Export Expansion Committees," Secretary Hodges said. "To these groups of volunteer businessmen we have given the assignment of informing and inspiring the American business community to the national need to accelerate our country's exports. Through the National Export Expansion Committee, we will be educating American businessmen on the techniques of setting up export operations and on sources of assistance in building up existing export programs. The National Export Expansion Committee and their regional groups will also assist in administerng the new President's E award program for excellence in export; the recruiting of top-notch businessmen to go abroad on Government trade missions; and the participation of American industry in U.S. Government trade fairs and trade centers abroad.

"An increase in U.S. sales abroad is a key to the achievement of a more favorable balance-of-payments position," Secretary Hodges added. "We must work to improve this position continually if we are to meet our commitments to our friends and allies and maintain our leadership of the Free World. Government alone can not do this. The success of our entire international trade effort rests largely with the private sector of our economy—with our business people in all fields."

As National Export Expansion Committee Chairman, Mr. Hurley succeeds Leonard F. McCollum, President of the Continental Oil Co., Houston, Tex., who is retiring from Committee leadership to assume the presidency of the American Petroleum Institute. Mr. McCollum will continue as an active member of the Committee, now representing API.

Mr. Foy is a leader in the chemical, banking, and transportation fields.

The National and Regional Export Expansion Committees won the strong endorsement of President Kennedy after being organized during the Eisenhower Administration. The Commerce Department, under Secretary Hodges' leadership has mapped a broad program of action for the Committees at the national and grassroots levels.

# *Foreign Trade Subzones Set Up In Louisiana and Puerto Rico*

SECRETARY of Commerce Luther H. Hodges issued grants on February 14 for the establishment of foreign-trade subzones in New Orleans, Louisiana, and Penuelas, Puerto Rico. Each of the subzones is the first of its kind.

Acting in his capacity as Chairman of the Foreign-Trade Zones Board, Secretary Hodges made the grants to the Board of Commissioners of the Port of New Orleans, and Puerto Rico Industrial Development Company.

Present to witness signing of the grants in a ceremony in the Secretary's office were: Representative Hale Boggs of Louisiana; Mariano Ramirez, General Counsel, Economic Development Administration of Puerto Rico; Jesus Diaz-Fernandez, the Administration's New York Representative; Dr. Antonio Feros-Isern, Resident Commissioner of Puerto Rico; Richard Hertzler, Special Assistant to the Secretary of the Army for Civil Affairs; William R. Foley, General Counsel to the House Judiciary Committee, representing Rep. Emanuel Celler of New York, who introduced the Foreign-Trade Zones legislation in 1934; Jorge Felices Pietrantoni, Administrator, Office of the Commonwealth of Puerto Rico in Washington; James P. Hendrick, Office of the Secretary of the Treasury; and Richard H. Lake, Executive Secretary, Foreign-Trade Zones Board.

The New Orleans grant authorizes the first foreign-trade subzone to consist entirely of cold storage and refrigeration facilities. This subzone, designated as Foreign-Trade Subzone No. 2-A, represents an extension of present zone facilities in New Orleans, Foreign-Trade Zone No. 2, which has been in operation since 1947. The subzone, located at 3900 Tchoupitoulas Street, will be operated by the New Orleans Cold Storage and Warehouse Company, Ltd., as agents of the Board of Commissioners of the Port of New Orleans, for storage and handling of perishable import and export commodities.

The Puerto Rico Industrial Development Company grant authorizes establishment of a special purpose foreign-trade subzone at Penuelas. It will be the first purely industrial foreign-trade zone facility. The Peneulas site will contain an olefins plant operated by Union Carbide, Inc. At this plant raw materials consisting of refinery gas, imported light virgin naphtha or any other suitable hydrocarbon will be processed into various hydrocarbon products. These will then be transferred into the Customs area, reexported, or consumed within the subzone. This subzone, designated No. 7-A, is an extension of Foreign-Trade Zone No. 7, at Mayaguez, Puerto Rico.

THE Foreign-Trade Zones Act authorizes the Foreign-Trade Zones Board, consisting of the Secretaries of Commerce, Treasury, and the Army, to grant to qualified public or private corporations permission to establish and operate foreign-trade zones, subzones and special purpose zones. These zones are controlled areas into which may be brought all categories of foreign and domestic merchandise without payment of customs duties. Merchandise may be stored in the zone, handled, displayed, used for processing and manufacturing, and subsequently shipped abroad or imported into the customs territory of the United States.

Special purpose, or subzones, may be established to permit businessmen to store, assemble, or process goods at supervised plants or locations apart from the primary foreign-trade zone areas.

Customs duties are paid only on such foreign merchandise transferred into the United States. The zones are particularly useful for reexport and transshipment of foreign goods, and in manufacturing for export where foreign ingredients or component parts are used in export items.

Establishment of the two new zone areas will result in a total of eight foreign-trade zone facilities, the maximum number ever in operation at one time. Other zones are located at New York City, New Orleans, San Francisco, Seattle, Toledo, and Mayaguez, Puerto Rico.

# Export Promotion Calendar

*Star (★) indicates U.S. Department of Commerce exhibit participation.*

### February

**19.**—Exportunities Workshop, Youngstown, Ohio. Sponsor: Youngstown Area Chamber of Commerce; Cleveland Regional Export Expansion Committee.

**19.**—Tacoma Export Expansion Seminar (first session): The Export Potential. Tacoma Vocational-Technical Institute, Tacoma, Wash. Speaker: Wallace H. Campbell, U.S. Trade Mission Alumni.

**21.**—Businessmen's conference with U.S. Trade Missions to Nigeria and Pakistan, Board Room, Bank of America Bldg., San Francisco, Calif.

**21.**—New Orleans Export Managers Club monthly luncheon. Commerce speaker: William R. Hayden, Bureau of International Programs.

**21.**—Up-State New York World Trade Conference, Ogdenburg, N.Y. Sponsors: Mayors of 12 Up-State communities. Commerce speaker: Paul E. Pauly, Bureau of International Business Operations.

**22.**—Electrical Insulation Conference, Shoreham Hotel, Washington, D.C. Commerce speaker: Dr. Jack N. Behrman, Assistant Secretary for International Affairs.

**22.**—Buffalo World Trade Association monthly dinner meeting, Continental Inn, Buffalo, N.Y. Speaker: Robert E. Kern, member, Buffalo Regional Export Expansion Committee.

**22.**—League of Women Voters Seminar: The Community's Stake in World Trade. Dana Auditorium, University of Toledo, Toledo, Ohio.

**23.**—Toledo International Trade and International Law regional meeting, Student Union, University of Toledo, Toledo, Ohio.

**23-24.**—Institute on International Business Transactions, Bellevue-Stratford Hotel, Philadelphia, Pa. Sponsor: Foreign Trade Section, Committee on International and Foreign Law, Philadelphia Bar Association.

**26.**—Tacoma Export Expansion Seminar (second session): Developing the Export Market. Tacoma Vocational-Technical Institute, Tacoma, Wash.

**26-27.**—25th Chicago World Trade Conference, Pick Congress Hotel, Chicago, Ill. Sponsors: Chicago Association of Commerce and Industry, International Trade Club of Chicago.

**28-Mar. 3.**—International Automotive Service Industries Show. Navy Pier, Chicago, Ill.★

**28.**—Briefing session: Legal Problems in Doing Business With Japan. International House, 470 Atlantic Ave., Boston, Mass. Sponsor: Japan Society of Boston, Inc.

**28.**—Junior Chamber of Commerce dinner meeting, Radisson Hotel, Minneapolis, Minn. Speaker: Howard C. Peterson, Special Assistant to the President for Trade Policy.

### March

**1.**—Monthly dinner meeting, World Trade Club of St. Louis, Inc., St. Louis, Mo. Commerce speaker: Claude Courand, Bureau of International Programs. Subject: Economic Aspects of the Alliance for Progress.

**1.**—North Africa-Middle East Seminar, Library of International Relations, Graduate School, University of Chicago, Chicago, Ill.

**2.**—Foreign Trade Seminar, Provident Tradesmens Bank and Trust Co., Philadelphia, Pa. Commerce speaker: E. E. Schnellbacher, Bureau of International Business Operations.

**5.**—Special opening luncheon meeting, World Trade Club, World Trade Center, Houston, Texas. Sponsor: Houston World Trade Association.

**5-9.**—Annual convention, National Photo Dealers and Finishers Association, Conrad Hilton Hotel, Chicago, Ill.

**6-7.**—Conference for corporation executives: The U.S. Foreign Aid Program. Hotel Statler, Washington, D.C. Sponsor: School of Advanced International Studies, Johns Hopkins University.

**7-8.**—Atlanta Regional Export Training Workshop, Atlanta Biltmore Hotel, Atlanta, Ga. Sponsors: Atlanta Regional Export Expansion Committee and Small Business Administration. Commerce speaker: E. E. Schnellbacher, Bureau of International Business Operations.

**13.**—Export Expansion Seminar, Blackstone Hotel, Chicago, Ill. Sponsor: Barley and Malt Institute. Commerce speakers: Jacob Schaeffer, Business and Defense Services Administration; James M. Weldon, Chicago Field Office.

**15.**—Chicago International Trade Club monthly luncheon. Panel discussion: Exporting Versus Manufacturing Abroad.

**15.**—Seminar on Political, Economic, Social Trends in Iran, Israel, Italy. Library of International Relations, Graduate School, University of Chicago, Chicago, Ill.

**17.**—Quarterly meeting, Texas International Trade Association (TITA), Austin, Texas.

**19-23.**—13th Annual Institute on Foreign Transportation and Port Operations, University Center, Tulane University, New Orleans, La.

**24-April 1.**—International Photography Fair, 34th Street Armory, New York, N.Y.

**27-28.**—45th Annual Convention, International Executives Association, Inc., Hotel Statler, New York City.

**29-30.**—Second Annual Washington Conference on Business-Government Relations in Marketing. Shoreham Hotel, Washington, D.C. Commerce speaker: E. E. Schnellbacher, Bureau of International Business Operations.

### April

**5.**—Seventeenth Annual Cleveland World Trade Conference, Pick-Carter Hotel, Cleveland, Ohio. Sponsor: Cleveland World Trade Association.

**5.**—American Association of Industrial Editors Convention, Summit Hotel, New York, N.Y. Sponsor: American Association of Industrial Editors. Commerce participants: William Ruder, Assistant Secretary of Commerce for Public Affairs; Eugene Foley, Administrator, Business and Defense Services Administration; L. Edward Scriven, Director, Bureau of International Business Operations.


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# Export Expansion—A Basic Responsibility Of Commerce Field Offices

*TO provide practical, business-like services to American firms interested in international trade the U.S. Department of Commerce Field Offices are staffed with experienced international trade specialists, who are prepared to provide current and authentic information on the opportunities and prospects in export trade. This service, available not only to those presently engaged in this trade but also to firms interested in developing such business includes information and assistance on:*

**Establishment of Foreign Market Connections**, including lists of buyers and suppliers, with business information on such firms, and specific business opportunities.

**Trends and Developments** on economic and commercial conditions, exports, imports, and international finance.

**Procedures and Documentation Requirements** relating to import and exchange quotas and controls, import licensing regulations, tariff rates, and administrative customs orders affecting specific U.S. products.

**Administration of Export Control** requirements concerning licensing and documentation of export shipments and clearance in emergencies.

**Foreign Government Procurements** and current programs and services of the Agency for International Development and the Export-Import Bank.

*Commerce Field Offices can be of help to you on your foreign trade problems; you are invited to make use of them.*

## Field Office Locations

**Albuquerque, N. Mex.**, U.S. Courthouse, CHapel 7-0311.

**Atlanta 3, Ga.**, Home Savings Bldg., JAckson 2-4121.

**Boston 10, Mass.**, 80 Federal St., CApitol 3-2312 or 2313.

**Buffalo 3, N.Y.**, Federal Bldg., TL. 3-4216.

**Charleston 4, S.C.**, Area 2, Sergeant Jasper Bldg., 722-6551.

**Cheyenne, Wyo.**, Majestic Bldg., 634-2731.

**Chicago 6, Ill.**, 226 W. Jackson Blvd., ANdover 3-3600.

**Cincinnati 2, Ohio**, Fifth Third Bank Bldg., DUnbar 1-2200.

**Cleveland 1, Ohio**, Federal Reserve Bank Bldg., CHerry 1-7900.

**Dallas 1, Tex.**, Merchandise Mart, RIverside 8-5611.

**Denver 2, Colo.**, New Customhouse, KEystone 4-4151.

**Detroit 26, Mich.**, Federal Bldg., WOodward 3-9330.

**Greensboro, N.C.**, U.S. Post Office Bldg., BRoadway 3-8234.

**Honolulu 13, Hawaii**, 202 International Savings Building, 1022 Bethel St. Tel. 58831.

**Houston 2, Tex.**, Scanlan Bldg., CApitol 2-7201.

**Jacksonville 1, Fla.**, Federal Bldg., ELgin 4-7111.

**Kansas City 6, Mo.**, 911 Walnut St., BAltimore 1-7000.

**Los Angeles 15, Calif.**, Western Pacific Bldg., RIchmond 9-4711.

**Memphis 3, Tenn.**, Falls Bldg., JAckson 6-3426.

**Miami 32, Fla.**, Ainsley Bldg., FRanklin 7-2581.

**Minneapolis 1, Minn.**, Federal Bldg., 339-0112.

**New Orleans 12, La.**, 333 St. Charles Ave., 529-2411.

**New York 1, N.Y.**, Empire State Bldg., LOngacre 3-3377.

**Philadelphia 7, Pa.**, Jefferson Bldg., WAlnut 3-2400.

**Phoenix 25, Ariz.**, New Federal Bldg., 261-3285.

**Pittsburgh 22, Pa.**, 1030 Park Bldg., GRant 1-0800.

**Portland 4, Oreg.**, Old U.S. Courthouse Bldg., CApitol 6-3361.

**Reno, Nev.**, 1479 Wells Ave., 2-7133.

**Richmond 19, Va.**, Parcel Post Bldg., MIlton 4-9471.

**St. Louis 3, Mo.**, 2511 Federal Bldg., MAin 1-8100.

**Salt Lake City 1, Utah**, 222 S.W. Temple St., DAvis 8-2911.

**San Francisco 11, Calif.**, Customhouse, YUkon 6-3111.

**Savannah, Ga.**, U.S. Courthouse and P.O. Bldg., ADams 2-4755.

**Seattle 4, Wash.**, Federal Office Bldg., MUtual 2-3300.

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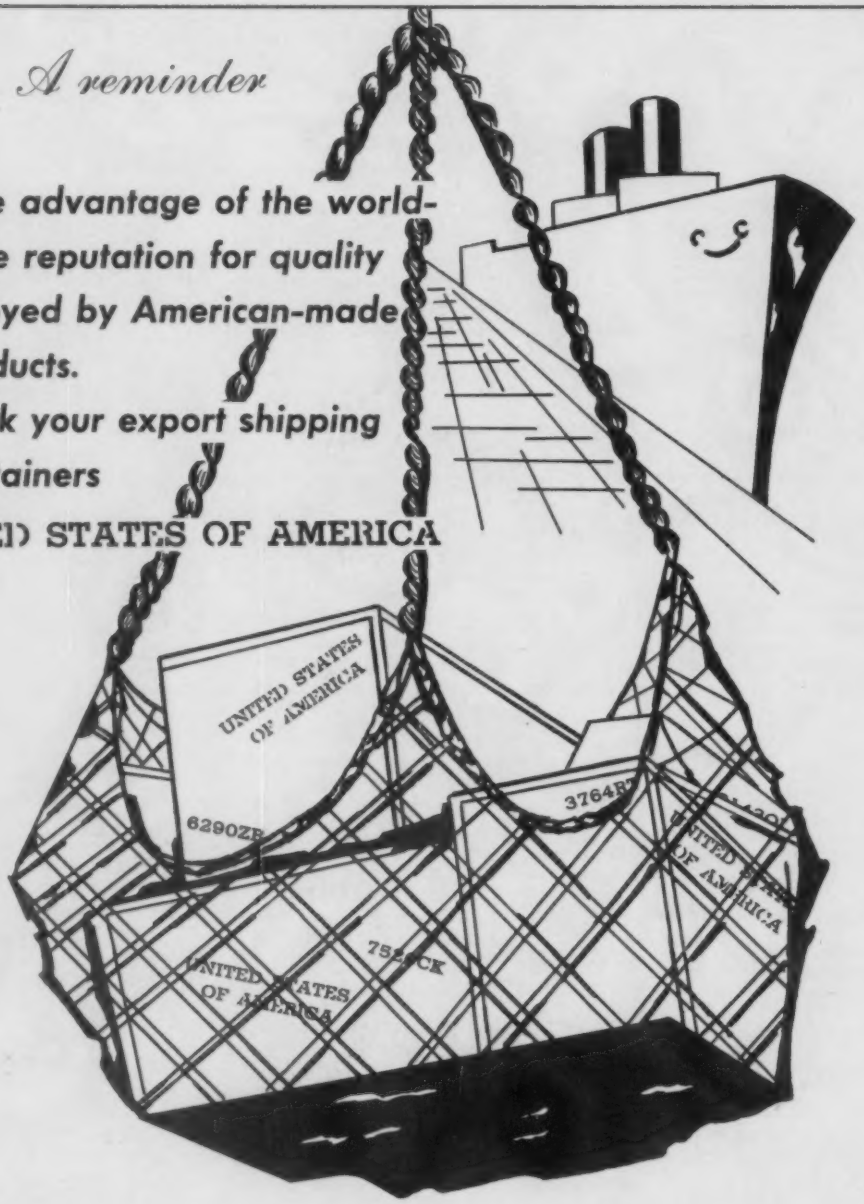
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